A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 21, 1964

Gas appliance manufacturers find prospects in the Netherlands

Invite business proposals to promote trade in Denmark

New York bank named to redeem UNESCO coupons

Business Bulletins *from around the world*

ARGENTINA—Technical service, plastics development center opened by Duperial at its Sarandi plant to assist, advise users of Duperial plastics on properties, processes, applications. Center, reportedly only one in Latin America, represents about $290,000 investment. Annual per capita plastics consumption of about 1.2 kg. is small; outlook is favorable for substantial growth.

AUSTRALIA—Import duty on sewing machine heads reduced from 12½% ad valorem to 7½%.

BELGIUM—U.S. enterprises recently established in Brussels include office of Ingersoll-Rand Financial Corp., Inc., for investments, other financial activities; establishment of 2 market research firms—one, joint venture by Belgian, U.S. individuals, other new subsidiary set up by International Research Associates, Inc., New York.

National Bank discount rate increases from 4.25% to 4.75%. Token monetary coefficient equal to 1% of total deposits now is required of all banks.

COSTA RICA—First automobiles assembled in Central America come off assembly line in San Jose. Up to July 31, 60 Renault passenger automobiles completed. Reportedly, most foreign manufacturers of jeep-type vehicles awarded contracts by Government for local assembly under industrial encouragement law; assembly of motor vehicles in 1965 should experience significant percentage increase.

FINLAND—New firm, Oy Finnish Contractors, Ltd., established to plan, build industrial, commercial, residential structures in other countries, to undertake road, waterway, other construction. Capital stock of enterprise held by 22 Finnish contracting firms.

FRANCE—Westinghouse Air Brake Co., Pittsburgh, Groupe Schneider form Societe de Development Westinghouse-Schneider for development of industrial techniques.

Port Reform Bill, approved by Council of Ministers, to be sent to National Assembly for debate. Reforms intended to provide ports of Le Havre, Bordeaux, Marseille, Nantes-St. Nazaire, Rouen, Dunkirk with facilities competitive with other Common Market ports, such as Genoa, Rotterdam.

INDIA—Exporters to be able to obtain special credits to import raw materials, components needed to produce goods for export. Private banks in India are cooperating with Government's Export Credit Guarantee Corporation in program.

37-member team of Soviet specialists launch offshore seismic survey of oil, natural gas on Coromandel coast (lower east coast) between Madras and Nagapattinam-Karaikal. Survey, next month, to move to Gulf of Kutch on west coast, return to Bay of Bengal in May 1965.

Ministry of Food and Agriculture assumes responsibility for clearance, handling of foodgrains in Bombay to expedite foodgrain movements to further points in country. Piece-rate wage system introduced.

Czechoslovakia offers to supply 2 110 megawatt thermal units for proposed Ennore, Madras, thermal station.

NETHERLANDS—January-June imports from U.S. totaled $376 million, 27% increase over like period 1963. U.S. market share was 10.6% compared to 10.4% in 1963.

N.V. Nederlandse Aardolie Mij., applies for mineral exploitation concession for 916 square mile area covering parts of North Holland province, Ijssel Lake.

Cooperating Electricity Production Enterprises of Arnhem and Provincial Electricity Company of Zeeland plan to construct nuclear power stations.

NORWAY—A/S Borregaard, largest industrial concern specializing in chemicals, pulp, paper products, and Courtaulds, Ltd., Great Britain, sign agreement providing for technical, sales cooperation. Technical know-how, scientific knowledge, especially in rayon wool, chemical woodpulp production to be exchanged. In marketing, 2 companies to provide representation for each other's rayon wool in Norway, Great Britain, respectively; promotion of rayon wool consumption in general.

PAKISTAN—Pakistan Shell Oil Co., East Pakistan Industrial Development Corp. sign agreement to supply natural gas to Dacca from Titus gas field reported to be largest gas field in East Pakistan. Reserves estimated at 1,012 million cu. ft.

PERU—Manufacturas del Sur, S.A., producer of nylon thread, nylon finished products, may be 1st of 29 proposed new industries to locate in industrial park at Arequipa. Company claims 15-year exemption from taxes in park will make it competitive with foreign companies; is trying to secure foreign loans to finance installation of plant that would eventually produce 80,000 kilos monthly of nylon 6.6 filament.

Cerro de Pasco Corp. plans to invest $9 million in expansion of operations in central Peru, including 750 tons-per-day flotation mill for concentrating low grade ores, 60-mile materials transmission line, enlarged zinc plant, more housing, schools, community services. Company also plans pilot plant to be ready in 1966 for recovery of metals by selective fuming.

SOUTH AFRICA—Alcan Aluminum plans to construct new tube-welding mill at Pietermaritzburg, Natal. New plant, expected to begin production early in 1965, will manufacture aluminum alloy irrigation tubing.

SWITZERLAND—General Electric acquires household appliance division of Societe Esge, Zurich. Esge sales in 1963 were $7 million.

TAIWAN—Sino-American Milk Products of America, Inc., Louisiana, to establish milk powder subsidiary with $1.2 million investment. Subsidiary to set up own diary with imported milk cows; expects annual production to reach 6.5 million lb. by 5th year of operation.

China Man-Made Fiber Corp. signs licensing agreement with Nylonge Corp., New York, to manufacture cellulose sponge, sponge cloth. Nylonge to receive $40,000 plus annual royalty.

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trade missions

Trade missions are an important part of the Commerce Department's push to get U.S. products into other lands. Reports on accomplishments of these missions—government and non-government alike—are published frequently in *International Commerce*. Last week's issue included a report of the first type, the mission to Central America. This week's magazine contains details of the Gas Appliance Manufacturers Association team which visited Europe earlier this year.

International Commerce

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Gas reserves spur sales

GAMA sees sizable handling- and utilization-equipment market developing in Europe

By EDWARD R. MARTIN
Gas Appliance Manufacturers Assn.

The natural gas industry, after a phenomenal 10 year growth record in the U.S., is now coming into its own in Europe. The recent discovery of tremendous natural gas reserves in Groningen Province, the Netherlands, has generated an enthusiasm for gas utilization that open up new opportunities to the American gas appliance manufacturer.

To explore these opportunities, the Gas Appliance Manufacturers Association sent a mission to the United Kingdom, Belgium and the Netherlands earlier this year to make an on-the-spot evaluation of the market.

The Mission, concentrating on the Netherlands, verified previous reports indicating the promising potentialities of the gas discovery for American businessmen. One Mission member reports that Dutch interest in American gas utilization products is so great, "It would remind one of the gold rush." The Mission cautions, however, that the commercial opportunities must be regarded as long-term propositions to be carefully developed, even though it is firmly convinced that the growth prospects for Europe's natural gas industry are favorable.

A sizable market for gas-handling and gas-utilization equipment is seen developing in Western Europe over the next 20 years. The experience and knowledge gained in natural gas in the U.S. should be and can be exploited in the growing markets of Western Europe.

In approaching the new European gas market, U.S. companies will be able to leapfrog certain errors in technology made in developing the U.S. market. It will take a tremendous selling and educational effort to enter this new market, but it is believed the results will be worth the effort.

The resources and organization of the gas industry in the Netherlands rated the highest admiration of the Mission members. There are now 80 active wells producing sulphur-free natural gas. Estimates of the reserves have been frequently revised upward, with 40 trillion cubic feet the latest.

The overall responsibility for natural gas lies with GAS UNIE (the Netherlands Gas Union), a company jointly owned by the Dutch States Mines, Esso, Shell, and the Netherlands Government. GAS UNIE purchases all the natural gas and sells it to the municipal gas companies at a price determined by the Netherlands Government. The municipal gas companies—about 200 in number—distribute the gas to the ultimate consumers. The Hague, Amsterdam, and Rotterdam represent the heaviest concentration and the bulk of the total meters served.

Gas institute approval

Gas appliance testing and standard setting in the Netherlands is performed by the Gas Institute, an organization sponsored by the gas utilities there. All

GAMA MISSION members before departure for Europe met with Secretary of Commerce Luther H. Hodges (seated, center) and Bureau of International Commerce Director Eugene M. Braderman (standing, right).

Mission members

Members of the Gas Appliance Manufacturers Association Trade Mission, which visited the United Kingdom, Belgium, and Netherlands earlier this year, were:

Lowell F. Crouse, vice president, Maxon Premix Burner Co., Inc., Muncie, Ind.; Vearl J. Heinis, vice president of market development for the Rheem Manufacturing Co., New York City; Charles C. Lamar, manager of product engineering and treasurer, Harper-Wyman Co., Chicago; Edward R. Martin, director of marketing and statistics, GAMA; Avy L. Miller, president, Laars Engineering Co., North Hollywood, Calif.; Richard E. Miller, vice president of marketing, Rockwell Manufacturing Co., Pittsburgh; Frank H. Post, vice president of marketing and a member of the Board of Directors, Robertshaw Controls Co., Richmond, Va.; Walter C. Stevens, Sr., president and general manager, Stevens Manufacturing Co., Mansfield, Ohio; Fred E. Weldon, assistant to the vice president, Commercial and Industrial Products Group, International Telephone and Telegraph Corp., Des Plaines, Ill.; and James B. West, executive vice president, treasurer and director, Samuel Stamping & Enameling Co., Chattanooga, Tenn.

Lee N. Blugerman served as coordinator from the Department of Commerce.

Dutch gas utilities require Gas Institute approval of appliances. The Dutch have set standards for gas appliances and require that they be built to allow for easy conversion from manufactured gas to natural gas.

The Dutch gas industry plans to go after both the industrial and residential markets. Although rates to ultimate consumers have not yet been set, it is believed that they will be at a level which will avoid sudden disruption of the current energy utilization pattern.

Enormous reserves

With the assuring facts that Dutch reserves are enormous and structural development of the industry well directed, it is time to look at the potential for specific U.S. products in the Netherlands.

The long-range potential for industrial equipment looks very good. The fuel reserves are there, the pipelines are being built, and the Dutch will be anxious for a return on their investment. Whereas wide-scale utilization of certain types of modern residential gas equipment will entail extensive marketing and educating of Dutch tastes, the prospects for sales of industrial gas utilization equipment seem to be more immediate.

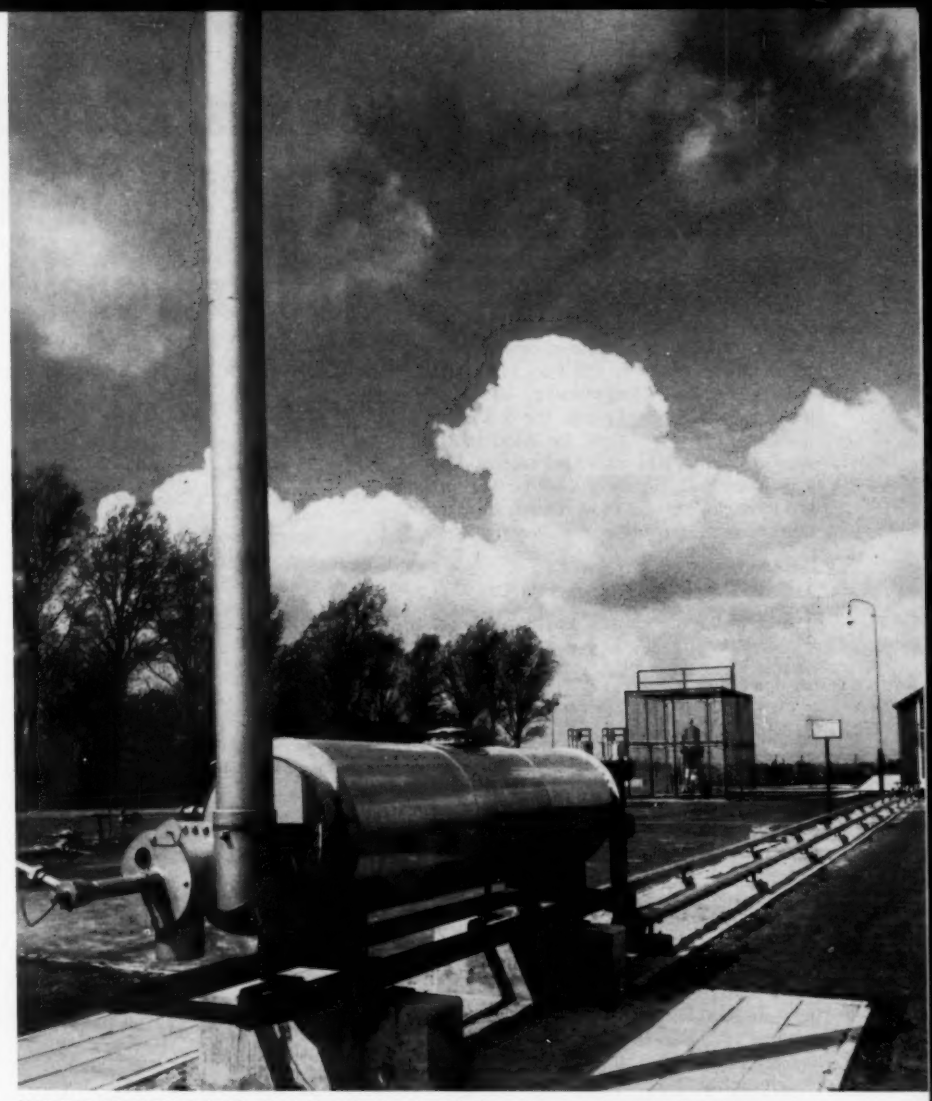
In the past, manufactured gas, because of its high cost, was limited to relatively low input devices. But, with the lowering of costs through natural gas, this fuel may be utilized economically for semi-commercial, commercial and industrial equipment.

To negotiate prices

Gas prices for industrial use will be established by negotiation with the Gas Union, which will supply the gas directly in many cases.

Industrial gas equipment is not built in the Netherlands to any extent, which enhances the possibilities for the U.S. manufacturer. The Dutch are aware of the years of experience with natural gas in the United States and would like to use American equipment, if available at competitive prices. The U.S. businessman may expect stiff competition from firms in West Germany, Italy and the United Kingdom, but aggressive marketing efforts emphasizing technologically superior equipment should enable him to get a healthy slice of the Dutch market for these items.

The market for residential gas appliances is definitely a growing one. Although manufactured gas has been used for some time in operating small household appliances such as cookers, small instantaneous water heaters and small room heaters, its relatively high cost has inhibited a mass market for major gas appliances. However, the enthusiasm engendered by the fabulous gas discoveries has aroused a new popular interest in putting gas to work more extensively and intensively in the home.



NATURAL GAS WELL drilled by N. V. Nederlandse Aardolie Maatschappij in Province of Groningen. Foreground shows furnace for heating the gas; background, cage surrounding "Christmas tree" of gas well.

Household heating equipment offers the dual opportunity for immediate sales and long-term prospects. Gas-fired space heaters, which presently hold 4 percent of the space-heater market, have an immediate growth potential. Traditionally, home heating has been by individual room heaters using coal or oil. Ninety percent of existing housing units, most of which are apartments, use space heaters. Dutch manufacturers, foreseeing a trend to gas space heating are reportedly placing more emphasis on gas rather than coal or oil. Gas-fired space heaters should head any list used by American gas appliance manufacturers in exploring the current Dutch market for gas utilization equipment.

Central heating is relatively new in the Netherlands, with only about 10 percent of the homes centrally heated. Moreover, it should be remembered that central heating Dutch style does not heat the entire home. Where employed, central heating practically always uses circulating hot water, since this method requires less space than hot air ducts and furnaces. Again, while present manufactured gas rates have been too high for most families to afford central heating, competitively priced natural gas is expected to gradually result in replacement of space heating by central heatings. Optimistic projections for the future are supported by the fact that 35 to 40 percent of new homes are being equipped with central heating. This is a long-range proposition

requiring superior salesmanship and careful market analysis. It represents an opportunity to get in on the ground floor of a strong growth market that should not be overlooked.

Cooking units are a third area of residential equipment which should be examined for sales potential. In cooking appliances, the Dutch place great emphasis on safety, ease of cleaning, economy of construction, thermal efficiency and durability of the appliance. Since most Dutch kitchens are very small and bakery products inexpensive, about 40 percent of Dutch homes use only hot plates. Where ovens are included in the cooking units, Dutch requirements specify even heat distribution. Unlike our modern gas stoves, most Dutch cooking units are made without automatic ignition.

Study Dutch needs, taste

Similar to the central heating market, the demand for modern gas cooking appliances has long-range growth potential. The U.S. manufacturer's ability to enter the market will depend to a large extent on his willingness to study Dutch needs and tastes carefully, and adapt his product accordingly.

For domestic gas water heating, the Dutch currently use the instantaneous type water heater or "Geyser." This wall type heater has been popular due to its inexpensive operation and space saving features. Demand for storage-type water heaters, popular in the United States is, as yet, small in the Netherlands. The space limitations of existing Dutch housing suggest that U.S. manufacturers seeking to enter the Netherlands water heater market would do well to work closely with Dutch builders and architects, who would have to design and build housing units to accommodate the larger up-to-date appliances.

The Netherlands is rich in natural gas. The Government has already made clear its intention to develop and foster gas exports to neighboring countries. The GAMA Mission found that an excellent potential market for gas appliances and equipment exists—there seems to be no reason why energetic American businessmen cannot get a share of this market.

the author

Mr. Martin was Industry Director of the GAMA Trade Mission. With the Association for the past 18 years and in the gas industry since 1936, he is the author of a number of articles on appliance marketing methods and trends. Mr. Martin often represents GAMA on inter-industry committees and programs.

New business possibilities for gas equipment, technology in international markets seen

Company official points out, however, that opportunity does not mean success; imagination, flexibility, daring needed

By LAWTON L. LAURENCE
Black, Sivalls & Bryson, Inc.

The international gas industry just now is entering a period of dramatic growth. Business possibilities for gas equipment and technology in international markets over the next decade appear almost unlimited.

LAWTON L. LAURENCE

But opportunity does not insure success. Success can be attained only by the company with imagination, flexibility and daring to capitalize on opportunity.

Without prompt, aggressive action as an industry, U.S. gas-equipment suppliers will be sitting on their well-known "superior know-how and technology" while foreign competitors take advantage of one of this industry's greatest opportunities.

There's a market

Markets for gas equipment and technology exist throughout Europe, Africa, the Middle East, Asia and Latin America. Getting to them calls for special planning, special management effort and vision, special market and financing flexibility and often special product designs.

The U.S. manufacturer just can't sit back and wait for international customers to knock on his door. Aggressive, efficient and competent salesmen from other countries are out in the field, hunting those customers.

Many U.S. executives think the highly industrialized countries—Holland, Germany, England, Italy, Japan—constitute the prime market. This may be true in special instances, over the short term. But the long-range markets are those in the developing countries.

This is not to say that U.S. companies can have no business position in the industrialized countries. The obvious avenue is through joint ventures and licensing. It is a fact that U.S. technology in many phases of the gas industry is widely accepted as superior.

Use it

If we do not use our know-how as a ticket to a position in the equipment-supply industry in these highly industrialized countries, the result almost certainly will be the obsoleting or neutralizing of U.S. technology as it may be applicable to international markets—because these countries will develop their own technology.

There are obstacles to the U.S. industry in international markets. Here are some of them:

Gas-burning appliances designed for the domestic market generally are not saleable abroad because they're too expensive, too big for foreign homes, too loaded with gadgets and too expensive to operate.

U.S.-made industrial equipment for the gas industry suffers from over-specialization to suit the domestic market, inadequate technical sales coverage in foreign countries and poor or nonexistent post-sale service.

Foreign competition is aggressive and competent while U.S. industry generally is backward in international trade techniques.

What to do

What can be done? Here are some suggestions:

Company management should be more aware of, and place more emphasis on, international markets and international joint-venture operations.

Products should be designed specifically to meet the needs of international customers.

Consortium marketing by complementary, non-competitive firms would give the foreign customer a broader product package, better technical sales coverage and better post-sale service.

Be patient and understanding. A sincere and friendly effort to understand a foreign customer's problems and find a solution can produce unexpected dividends. U.S. firms generally must learn to be less egotistical, more understanding of the foreign customer's problems, customs and traditions.

International markets should be handled by international sales specialists. Successful international marketing can not be carried out from a desk in the home office in the U.S.

The Gas Appliance Manufacturers Association and similar trade groups should consider establishing and supporting international trade specialists to analyze the foreign market for industry products, develop information on the best approach to the market, promote the sale of U.S. products and furnish information on special-design requirements.

(Condensed from an address to the Gas Appliance Manufacturers Association in Greenbrier, W. Va.)

the author

Lawton Lovan Laurence, 44, is vice president of the International Division of Black, Sivalls & Bryson, Inc., Kansas City, Mo., manufacturer of oil and gas production and processing equipment, feed mills and grain storage systems, power lawnmowers, control valves, safety heads and heaters.

He was born in Lawton, Okla., was graduated from the University of Oklahoma and has been with BS&B 21 years.

For U.S. manufacturers of gas appliances about to launch an export campaign to the Netherlands, the Gas Institute suggests the following procedures: submit drawings of the product; then provide photos and more detailed drawings; and make available a prototype. The Institute further suggests pretesting by the manufacturer of simulated Dutch gases before shipping to Holland for testing.

Information on specifications set by the Gas Institute are available from the Gas Appliance Manufacturers Association, 60 East 42nd Street, New York 17, New York, or the Office of Construction and Materials Industries, BDSA, the Department of Commerce, Washington, D.C. 20230.

Sales executives hold 5th Pan Am meeting in Peru

Dr. Richard Holton to talk on Alliance's role in marketing

An array of speakers from two continents is featured on the program of the 5th Pan American Sales and Marketing Executives Convention, now in progress (Sept. 20-24) at Lima, Peru.

RICHARD H. HOLTON

One of the North Americans is Dr. Richard H. Holton, Assistant Secretary of Commerce for Economic Affairs, scheduled to deliver a Sept. 23 address on "The Alliance for Progress as a Marketing Tool."

Various approaches to the convention theme—"Stimulating Consumption in Latin American Markets"—will be outlined by speakers from Mexico, Colombia, Peru, Argentina, Brazil, Chile, Ecuador, Canada, Panama, Puerto Rico, Uruguay, the United States and Costa Rica.

Key topics

Topics are wide-ranging, including: Successful Application of Marketing Research; How to Create and Develop Demand in Growing Consumer Markets; The Role of the Marketing Executive; Determining Advertising Budgets; Supervision and Motivation of Salesmen; LAFTA and CACM—Their Effect on Domestic Markets; and others.

The week-long deliberations are being held under the sponsorship of Sales and Marketing Executives-International, with headquarters in New York City, and the host organization, Sales and Marketing Executives of Peru.

Jordan increases protective duties on 8 commodities

Jordan has sharply increased rates of import duty on 8 commodities to protect Jordanian industries which produce these products locally.

The new ad valorem duties (with previous rates in parentheses) are as follows in percent:

Chocolate, 80 (68); confectionery, 70 (53); biscuits, 60 (48); toilet soap, 60 (48); detergents, 20 (14); carpets and blankets, 35 (28); upholstery springs, 40 (33); and furniture, 70 (53).

Prior to the announcement of the increased duties, the Government had banned the importation of all kinds of goods made in Jordan, which included a list of about 42 products. This ban was rescinded after 5 days, and 8 industries were chosen to receive protection by increased import duties rather than by other means of trade restriction.

Brush exports continue climb, '63 report shows

U.S. exports of brushes in 1963 valued at $3.7 million exceeded 1962 exports valued at $3.2 million by about 15%. This increase follows the longer term upward trend. Exports for the first 6 months of 1964 were reported to be 22.7% ahead of the corresponding 1963 figure.

Increases in foreign sales in 1963 were recorded for two of the three classes shown in official statistics. Brushes and brooms of all kinds other than tooth and paint brushes increased over 19% to $2.2 million from $1.8 in 1962. Paint brush sales jumped 53% to $399,607 from $261,201.

Only tooth brush exports registered a decline in 1963. They fell off 1.7% from $1,084,696 in 1962 to $1,066,488 in 1963. This reflects primarily a decrease of 62% in sales to Canada which dropped from $107,680 to $41,322.

Canada, taking 24% of total U.S. brush exports, continued as the best customer for U.S. exporters. Her total purchases amounted to $881,700 in 1963, up almost 9% from about $811,000 in 1962. However, decreases in exports to Canada occurred in 2 of the 3 brush classes: Tooth brush exports declined 61.0% and paint brush exports declined 8.5% from $44,113 to $40,356. Canadian purchases of other brushes increased to $800,027 from $659,185 or about 21%.

Although the total market for U.S. brushes in 1963 included 99 countries or other world areas, 84.8% of all exports or about $3.2 million were sold in only 26 markets. In Europe, as a further example, U.S. exporters could cover about 83% of the total market in only 6 countries.

Detailed statistics on the export trade in brushes are available on request from the Consumer Durables Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230.

DEADLINE DECEMBER 27

Auto repair equipment suppliers asked to send business proposals for circulation in Denmark

Commerce Department to have Business Information Center at International Exhibition for Automobile Repair and Workshop Equipment opening next February

U.S. manufacturers and suppliers of automotive maintenance and repair equipment are offered an opportunity to promote the sale of their products in Denmark. A special U.S. Department of Commerce-sponsored Business Information Center will be established at the International Exhibition for Automobile Repair and Workshop Equipment to be held in Copenhagen next February 19 to 28.

This fair will be the first of its kind in Denmark and it is expected to attract visitors from the other Scandanivian countries and the European Common Market.

COPENHAGEN street scene, with Town Hall tower in center background and modern office building in foreground. Founded more than 800 years ago, it has been the capital since 1445. Zangenberg photo.

The vehicular population of Denmark as estimated for 1964 indicate the following: Private cars and taxis; 600,000; trucks and delivery vans, 210,000; and buses, 3,500. The average car is replaced once every seven years. There are 30,000 automobiles on the road that predate 1947.

With approximately 3,000 automotive repair shops and over 900 automobile dealers, Denmark offers American manufacturers a prime market. A recent study prepared under the auspices of the Association of Danish Automobile Dealers reported that $50 million will be spent on garage and repair equipment and tools during the next two years.

Firms interested in direct sales; setting up new industries; locating agents, distributors, or licensees; or entering into joint venture in Denmark may submit business proposals to AURA, Copenhagen Trade Fair, Bureau of International Commerce/8210, U.S. Department of Commerce, Washington, D.C. 20230.

The Business Proposal Service offers any U.S. firm an opportunity to explore overseas marketing possibilities, without cost, for consumer goods, industrial products, or raw materials.

Proposals submitted by companies interested in promoting their products in Denmark will be discussed by members of the commercial staff of the U.S. Foreign Service with businessmen who visit the Business Information Center at the International Exhibition for Automobile Repair and Workshop Equipment.

How to submit BP

To submit a Business Proposal, firms are requested to provide answers (in triplicate) to the following 6 questions prior to December 27.

- Do you presently have an agent, distributor and/or branch office in the country involved? NOTE: The Department of Commerce will not seek a substitute for an established agent, distributor or representative.
- What product or service do you wish to sell or offer?
- Are you seeking an agent or a distributor or do you wish to sell directly to the end user?
- Do you wish to make a direct investment, a joint venture or offer a licensing arrangement? If so, briefly describe your proposal.
- Do you wish to import? If so, describe the product of interest and the type of arrangement sought.

- What type of firm is best qualified to transact your business?

Firms are also asked to submit:

- ► A concise summary of your Business Proposal in 35 words or less.
- ► A recent copy of one of the following statements of commercial standing. (If you have filed within the past year, indicate date only.)
  - Department of Commerce Form IA-57 (available from your local Department of Commerce Field Office.)
  - A current mercantile agency report.
  - A current bank report.
- ► Pamphlets, brochures or other printed matter, up to 50 single sheets, in support of each Business Proposal in order to provide detailed information, such as weights and cubes and CIF prices.
- ► Separate Business Proposals must be submitted for each product category. Combination Export Managers and Agents wishing to submit for several client firms which they represent, must submit a separate Proposal for each.

Hurley promoting U.S. exports in Europe

Neil C. Hurley, Jr., Chairman of the National Export Expansion Council, and President and Chairman of the Board of the Thor Power Tool Co., represented the United States at the opening of the International Trade Fair at Bari, Italy on September 12th.

He was the official U.S. representative at the opening of the International Fair at Vienna, Austria on September 15th; at Helsinki, Finland, September 19; and will serve in a like capacity at Plovdiv, Bulgaria on September 22nd, and at Stockholm, Sweden on October 2nd.

While in Europe Mr. Hurley will explore the possibility of establishing Regional Export Expansion Councils for the United States, aimed at increasing our exports to the major potential markets overseas.

Secretary of Commerce Luther Hodges announced at a recent White House Press Conference that Mr. Hurley would work with major American businessmen already doing business in the various market areas overseas in setting up these councils. They will be organized along the lines of the 42 U.S. Regional Councils.

5 Minnesota firms get 'E' awards from Secretary Hodges

Firms boosted sales of seeds, technical machinery, presses, sanders, poultry breeding stock

Secretary of Commerce Luther H. Hodges presented 5 Minnesota firms with the President's "E" award for excellence in exporting at a September 10 meeting of the Upper Midwest Regional Export Expansion Council in Minneapolis.

The awards were presented to Northrup, King & Co., Minneapolis; Rodgers Hydraulic, Inc., Minneapolis; Timesavers Sanders, Inc., Minneapolis; Brandtjen & Kluge, Inc., St. Paul; and Ghostley's Poultry Farms, Inc., Anoka.

Northrup, King & Co., is cited for "steadily increasing U.S. exports of seeds to overseas markets despite formidable, entrenched competition." The company exports grass seeds, clover seeds, hybrid corn seeds, hybrid sorghum seeds and vegetable and flower seeds to countries on 4 continents.

Rodgers Hydraulic, Inc., according to the citation, "demonstrated inititative, skill and determination in developing new markets abroad for its technical equipment." The firm manufactures equipment to build undercarriages of crawler tractors. Its equipment is shipped to 83 countries. The firm's exports have increased 50% since 1961.

Timesavers Sanders, Inc., "has more than tripled sales of the firm's wide belt sanders in world markets," according to the citation. The dollar volume of the firm's export sales tripled between 1961 and 1963. It has overcome overseas price disadvantages of up to 30% by demonstrating the superior performance and high production capabilities of its equipment.

Brandtjen & Kluge, Inc., is cited for "having successfully established markets for the firm's automatic platen presses and related machinery throughout the world." Entering export trade in 1960, the company developed new models of greater productivity and versatility to successfully open the market for its complete line against a German manufacturer almost unchallenged in export trade.

Ghostley's Poultry Farms, Inc., is cited for "introducing a superior strain of poultry breeding stock into world markets, which has more than tripled its export sales and now represents one-third of the firm's total breeding stock sales." The firm began exporting white Leghorn breeding stock four years ago. It ships entirely by air express to 19 countries.

Seventeen Minnesota companies have now received the award which includes a blue and gold citation, an "E" pennant to fly over the company plant, and "E" lapel buttons.

More than 500 U.S. firms and organizations have been cited for their work in developing sales in markets overseas and awarded "E" pennants since the beginning of the "E" award program in 1962.

Chicago's future in world's marts focus of meetings

Week of observances features shipping men's conferences

Assistance to Chicago-area exporters in developing marketing contacts in 450 major world ports is being provided by the Committee of American Steamship Lines (CASL).

Sixty officials bent on promoting American-flag shipping and world trade participated in 3 days of conferences during International Trade Development Week, Sept. 13-19. Chicago was the 14th industrial community visited by CASL representatives in recent years. The organization's executive director, Rear Admiral Ralph K. James (USN, ret.), noted that a CASL-sponsored Loyola University survey had ranked Illinois with California as leaders in exports of manufactured goods.

Governor Otto Kerner spoke on exports and foreign trade expansion at a World Trade Dinner in the Sheraton-Blackstone Hotel, sharing the platform with W. J. McNeil, president of the Grace Line and chairman of CASL, who spoke on "Teamwork in Foreign Trade."

The 3-day CASL meeting was held in cooperation with the Chicago Association of Commerce and Industry, the Illinois Committee for Trade Expansion, the Illinois State Chamber of Commerce, the International Trade Club of Chicago, the Mayor's Committee for Economic and Cultural Development of Chicago, and the Illinois Board of Economic Development.

Kansas City firm serves the world with bin and tank

Trade tips from Commerce help 'Blue Valley Giant' nurture sales

It's been called the "Blue Valley Giant" because of the way it sprawls across Kansas City's Blue Valley industrial district, but the formal name is Black, Sivalls & Bryson, Inc.

Its business is the manufacture and world-wide sale of equipment with which, variously, to extract, store and dispose of such diverse commodities as cotton and crude oil, grain, grass and natural gas.

Annual sales are in the $40-50 million bracket. Company spokesmen say the share derived from export—nurtured in part by the kind of sales leads published in the World Trade Opportunities section of International Commerce—has been "roughly doubling each year for the past 3 years."

Bins to Greece

BS&B's recent exports from Kansas City—the Missouri side of Kansas City, that is—have included a self-contained grain storage system, complete with 100 huge steel bins, for the Government of Greece.

ON A HILL IN GREECE, workmen assemble the big bins of a grain-storage system imported from the U.S.

But Kansas City, site of the firm's headquarters and three manufacturing divisions, isn't the only shipping point. The company also has plants in Tulsa, Ardmore and Oklahoma City, Okla.; sales centers in Canada, The Netherlands and Venezuela, and product specialists stationed around the world.

"Successful international marketing can not be carried out from a desk in the home office somewhere in the U.S.," says Lawton L. Laurence, vice president of the company's international division.

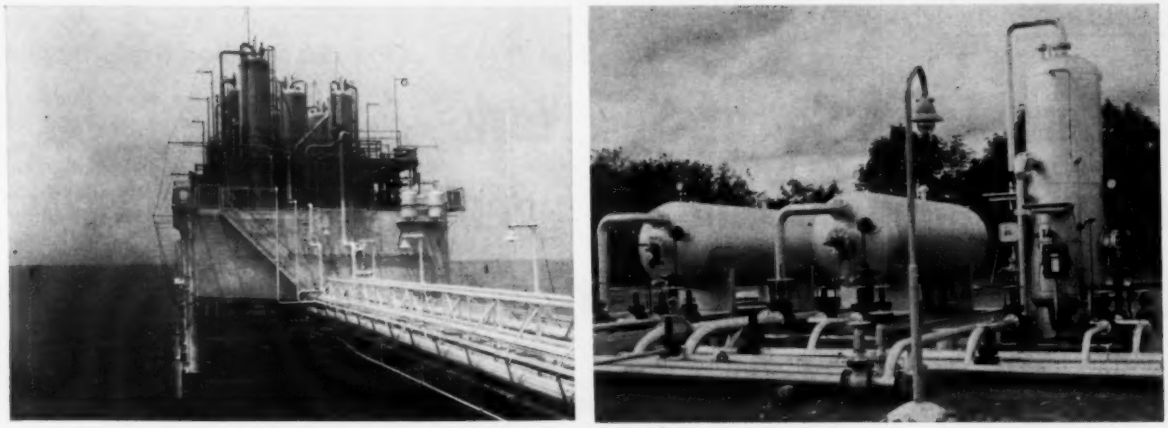
"It must be done by specialists who are in constant direct contact with the various international customers and international business, and the political and financial situations affecting such markets." (See article by Mr. Laurence on page 4).

Once in Ohio

Although the sale of grain bins to Greece was a major item of BS&B business this year, the firm perhaps is better known —or at least has been known longer—for the manufacture of oilfield production and natural gas processing equipment.

It started in Ohio in 1893 with the manufacture of oil-storage tanks made of wood. Today's product lines include

KANSAS CITY HEADQUARTERS of Black, Sivalls & Bryson, shown in this aerial photo, houses home office and three of the firm's manufacturing divisions.



THEY TAKE OIL from Venezuela's Lake Maracaibo (left) with equipment made in Kansas City, Mo. Installation at right is in Borneo.

bolted and welded steel tanks, pressure vessels and processing equipment for oil and natural gas; automatic controls, regulators and safety heads for the chemical and petrochemical industries; power lawnmowers and agricultural equipment.

Don Bandelier, agricultural products sales manager for the firm's international division, described the grain-storage system shipped to Greece as "typical of the kind usually erected by a farm co-operative or a large grain farm."

Each of the 100 steel bins is 18½ feet high, 27 feet in diameter and will hold 9540 bushels of grain. The shipment included a unit to dry the grain, equipment to convey it into the bins and accessories to aerate and fumigate the bins.

The sight of a U.S.-style grain-storage system on a low hilltop in Greece—or, perhaps, on the plains of Colombia—might not strike anyone as unusual.

But other BS&B installations—in the jungle on Sumatra, on the Moroccan desert, in the mountains of Peru, in the waters of Lake Maracaibo in Venezuela—suggest something of an artist's conception of life on another planet. These are installations of the firm's oilfield production and gas processing equipment, with batteries of cylindrical tanks and skeins of pipe.

The Kansas City firm has been selling in the oilfields of Mexico for almost 30 years and across oil-rich Venezuela for more than 20. It has other Latin American customers in colorful Trinidad, in almost-inaccessible areas of Bolivia and in the world's southernmost oilfield near the southern tip of Chile.

In more recent years, the company reports it "has been finding a good market in Western Germany and Austria" for oilfield production equipment. And, says vice president Laurence, the potential for sale of gas-processing equipment "appears virtually unlimited" because the international gas industry "is just now entering into a dramatic growth period."

Participation in international trade fairs is a part of the firm's export sales strategy, spokesmen said, adding:

"Generally, BS&B utilizes sales representatives throughout the world, backed by technical specialists on the firm's own payroll, strategically located in key marketing areas.

"The company makes use of the services of the U.S. Department of Commerce in embassies and consulates in various parts of the world and also picks up sales leads from publications of the Department.

"Some jobs are obtained as the result of competitive bids. In addition, salesmen call on prospective customers, and advertising helps plant the seeds of interest among prospective customers.

"A key point is that the firm does have world-wide representation and therefore is in a position to contact top potential accounts regularly on a world-wide basis."

BREEZES BRUSH THE PLAINS outside Giradot, Colombia, where this U.S.-made grain-storage system stands. The 36 steel bins have a capacity of 3240 tons.

$5 MILLION YEARLY

Bankers Trust Co. of New York named coupon redemption agent for UNESCO in North America

Program enables soft currency countries to buy laboratory equipment, books in hard currency areas

Bankers Trust Company of New York has been appointed Coupon Redemption Agent for United Nations Educational, Scientific and Cultural Organization coupons, it has been announced. The bank will have sole responsibility for the reimbursement of coupons presented by some 3,500 suppliers of scientific materials, films, and books, located in the United States, Canada, and Panama. This is the first time UNESCO has appointed an American bank to redeem its coupons.

The UNESCO coupon program was started in 1949 to enable soft currency countries to buy books and periodicals from hard currency areas. The coupons are now widely used to facilitate transactions with a minimum of formalities between UNESCO member states active in the program.

The use of UNESCO coupons is increasing annually, and to date, redemptions total over $55 million, nearly half, or over $22 million, consisting of exports by U.S. suppliers. Last year, the total amount redeemed exceeded $5 million.

Other leading suppliers are the Federal Republic of Germany, the United Kingdom, Switzerland, and Belgium.

Coupons for equipment

Today, many of these transactions take place between hard currency countries. France, the main user, has extensively modernized its scientific laboratories using coupons to buy equipment overseas, particularly in the United States. The largest coupon order was for $250,000, to purchase cobalt "bombs" in the United States for use in cancer research by a French laboratory.

Other major users are the Congo, India, and Japan.

All told, thirty-three countries buy materials with UNESCO coupons.

Scientific equipment accounts for over 80% of purchases.

UNESCO coupons are intended for the use of both individuals and institutions. Coupons for the purchase of scientific materials are available only to educational and research organizations.

The value of the coupons allotted to member states is limited both by UNESCO's hard currency reserves and by the amount of coupons the individual government is able to buy. In each country, coupons will be sold for national currency at the official dollar rate on the day of sale. Distributing bodies for the coupons are appointed in each country.

The coupons are issued in the following denominations: $1,000, $100, $30, $10, $3, $1, and blank coupons, which can be made out for amounts from one cent to ninety-nine cents.

$2000 item limit

The price limit for each item obtainable is $2,000. However, UNESCO can waive this rule.

Suppliers are paid in their national currency at the official rate of exchange, after deduction of UNESCO's handling charges, fixed on a sliding scale; five percent for amounts up to $100, four percent between $100 and $1,000, three percent for amounts over $1,000. There is no handling charge for non-profit organizations.

In practice, the system works as follows: a foreign student wants a book published in the United States. He buys a UNESCO coupon from the distributing agency in his country in local currency, corresponding to the dollar price of the book. He mails the coupon to the American supplier, who sends him the publication. The supplier sends the coupon to Bankers Trust, and the bank returns a check in the amount of the coupon, less handling charges, if any.

Suppliers of scientific equipment and films must also submit invoices to the bank.

$6.5 billion trade surplus

A $6.5 billion export trade surplus by the end of the year if the present trend continues, has been predicted by Secretary of Commerce Luther H. Hodges. The Secretary made an oral report to newsmen following a recent presidential briefing on export gains.

Mr. Hodges said that the figures for the first 7 months of 1964 show an increase of 15% in exports over the same period last year. Imports, he told the reporters, are up only 8% through July.

"It looks like we are breaking through in building a large trade surplus," he said. By projecting the present trend, the Secretary arrived at his $6.5 billion export surplus.

IN HONG KONG

You name it—they buy it

83 consumer items with immediate or long-range sales potential listed

Second in a Series

By MAURICE KOGON
Bureau of International Commerce

Hong Kong needs everything, wants everything and buys everything.

While not literally true, that statement fairly well reflects the character of this amazing market. It also explains why a tiny island with 3.6 million people imported $1.3 billion worth of consumer goods, raw materials, and capital goods in 1963.

In this context of heavy demand and commensurate purchasing levels, it is rather difficult to understand why U.S. exporters have only garnered 12% of an almost captive market. There is clearly much room for improvement.

The consumer goods market refers here to the demand for food products, apparel, home furnishings and appliances, articles of adornment and recreation, tobacco products, medicines, and the full range of general merchandise normally purchased from retail stores by individuals for personal and household consumption. Such consumer merchandise represents the largest part of Hong Kong's total imports, accounting for $603 million, or 46%, of the total in 1963. At present rates of increase, total consumer goods imports could reach about $700 million by 1966.

Hong Kong's 3.6 million consumers are augmented by an ever-increasing volume of international tourists and servicemen. They come to the colony to buy—for themselves, for their families, and their girl friends—and buy they do.

In 1962, roughly 253,000 tourists and 114,000 U.S. servicemen spent $114 million on goods, services, and accommodations in Hong Kong. While much of the tourist shopping is confined to locally made consumer products which are either not available or more expensive in the home countries, it is also a common occurrence for an American or other tourist to purchase items made in the U.S. The reason is that an American product usually sells for less in Hong Kong than at home despite freight costs added on, because the colony has no import duties or commodity taxes and less overhead expense.

Local consumers, on the whole, are Chinese speaking, literate, youthful, fully employed, and impressionable. Per capita income is estimated at $300-$400, although the distribution of income is rather uneven. Only about 7 to 8% of the population is considered wealthy by U.S. standards, but there is a rising and thriving middle class.

Most consumers are susceptible to sales presentations that stress eye appeal, styling, status, beautification, utility, and economy. For those who can afford it and even for those who sacrifice in order to acquire it, foreign brand consumer merchandise is highly prized, especially if it is a U.S. brand. In fact, brand consciouness is evident among all walks of life—from the well-known American ball-point pen in the shirt pocket of a laborer who has little occasion to write, to the housewife buying only California oranges from unlikely back-alley stalls, and the girls wearing American swimsuits at the beach.

A century of British influence, and the more recent presence of U.S. and European tourists and servicemen, have enhanced the desirability of owning and using Western products.

Thus, an effective sales approach, for consumer goods should be designed to appeal to a blend of Western and Oriental taste.

U.S. products bearing labels in Chinese characters should emphasize the fact that the product is made in the U.S. Otherwise, the product may be confused with a local manufacture and sell at a reduced price. In many cases, labels in Chinese can and should be added in Hong Kong.

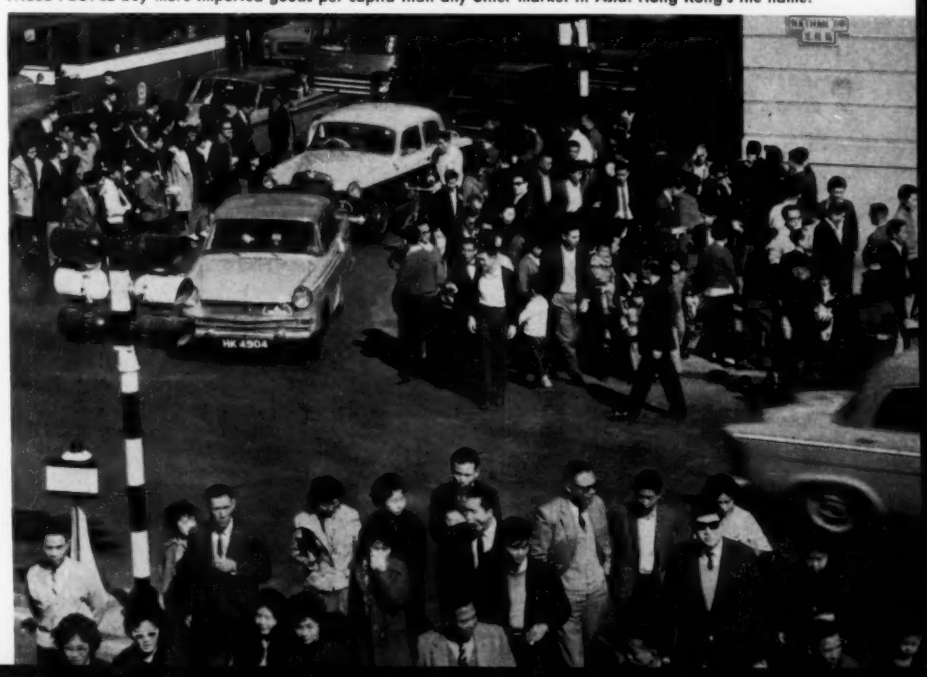
Except in the few cases where Chinese customs, beliefs, and preferences dictate otherwise, a sales presentation geared for the U.S. market is generally suitable for Hong Kong.

Among the more significant local sensitivities, color is particularly important. Red, gold, and certain shades of green are usually well received. Certain shades of blue are connected with funeral ceremonies and should be avoided.

In principle, any connotation of unhappiness or misfortune should be avoided. For example, package labels depicting persons with physical deformities, e.g., a picture of a man with one eye missing, are not well received.

To protect against the possibility of offending Hong Kong customers, the supplier should seek the advice of his local representative wherever possible and treat sympathetically suggestions on

THESE PEOPLE buy more imported goods per capita than any other market in Asia. Hong Kong's the name.



color, design, packaging, and labeling.

Following are 83 consumer imports with values ranging from $500,000 to $50 million which can be or are being supplied by the U.S. and which appear to offer immediate and long run sales potential, based on steadily increasing overall import levels since 1959. The U.S. share in percent in 1962 for each item is shown in parentheses.

Foodstuff and Beverages: fresh and frozen meat (22); fresh and frozen poultry (88); canned meat (3); meat preparations (23); evaporated milk (2); dry milk (25); fresh butter (0); fresh eggs (0); malted milk mixtures (2); miscellaneous dairy products (5); canned crustacea and molusces (65); wheat and spelt (2); unmilled maize (2); wheat and spelt flour (9); bakery products (13); oranges and tangerines (76); citrus fruits (67); apples (18); grapes (77); other fresh fruits (2) canned fruits (14); fruit juices (72); fresh vegetables (5); canned vegetables (37); confectionery sugar (28); miscellaneous sugar preparations (15); coffee (10); chocolate (2); spices (1); shortening (8); soy and other sauces (22); gourmet powder (2); miscellaneous food (50); wines (2); brandy (0); whisky (8); beer (3); soybean oil (75);

Pharmaceuticals: vitamins (67); antibiotics (65); perfume (13); cosmetics (32); dentifrices (41); miscellaneous toilet preparations (42); soaps and cleaning agents (42);

Textile manufactures: lace and ribbons (9); rubberized and plastic-coated articles (2); elastic and webbing (1); blankets, quilts and bedspreads (5); sheets and pillowcases (18); towels (4); cloth tablecloths and napkins (0); paper napkins and toilet paper (20); stockings and socks (12); knit shirts (91); shirts, not knit (27); men's underwear (11); womens and children's underwear (41); nightwear (10); men's jackets and sweaters (15); women's and children's jackets and sweaters (7); dresses, frocks, gowns and skirts (7); suits, slacks, shorts, jeans and overalls (11); scarves, shawls, mufflers (1);

Other consumer goods: Leather footwear (12); sporting goods (62); toys, dolls and games (15); musical instruments and parts (8); television sets (1); radio sets and parts (5); transistor radios (1); record players and tape recorders (17); exposed movie film (11); electric fans (4); refrigerators (28); air conditioners (97); glass tableware (14); miscellaneous household appliances (18); typewriters (13); diamonds, cut, polished and unset (9); natural and cultured pearls (1); lead pencils (4); fountain pens (59); ball point pens (55).

Blonde quits Jaguar to race for exports

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

BELLEVILLE—This is an Illinois community with a 37,000 population, famed in gourmet grocery stores for its white asparagus, a sleepy, tree-shaded place with a town square where petunias, sprayed by water from a large fountain, grow in abundance.

Lately, due to a brash and pretty blonde with a penchant for travel, it is unexpectedly gaining worldwide reputation in international trade. People from all the world walk up Main Street, shop at Sellmer's store, or are seen dining at the flower-lined St. Clair County Country Club.

Audrey Marsh King, with a tempestuous twinkle behind ebony-rimmed glasses, 10 years ago took on the job of doing something about her father's stencil company. From an international business in 3 countries, this lady with a friendly grin, as export manager, has raised distribution to include 75 nations. One out of 3 machines go abroad.

Last week, Audrey King and her father, Walt—a combination so close that both have the same birthdays—published a book, *Adventures in Export*, that is *McGuffey's Reader* for beginners in foreign commerce. Everything is there: a decade of successful try, how they did it and all one needs to know to do the same.

It is written in easy prose, and for $2.50 one may become an authority on how to enter international trade. The book also includes a dozen stories of overseas humor that the editorial staff of this publication may commend, but not quote.

"That was my father's doing," blushes this pretty overseas export manager.

"I went one evening to Decatur," says Audrey King, "for an Export Expansion Council meeting. Bill Blackie, president of Caterpillar and head of the Illinois Trade Expansion Committee, impressed me with the need to help others get into world commerce. I was invited to speak in Peoria, and I have been speaking ever since.

"Everywhere I went people asked the same question: 'How do we begin?' To fill this need, we wrote and published this book."

Lest anyone feel export is only for the large and affluent, Marsh Stencil, an "E" award-winner, has 90 employees.

Mrs. King used to race a Jaguar XK140. "I competed in ladies' races in Illinois until they ran out of competitors," she says. "Then I started driving against men. One day in Lawrenceville I skidded, burned into the wood, and turned over. Now I just drive a plain old Corvair to work."

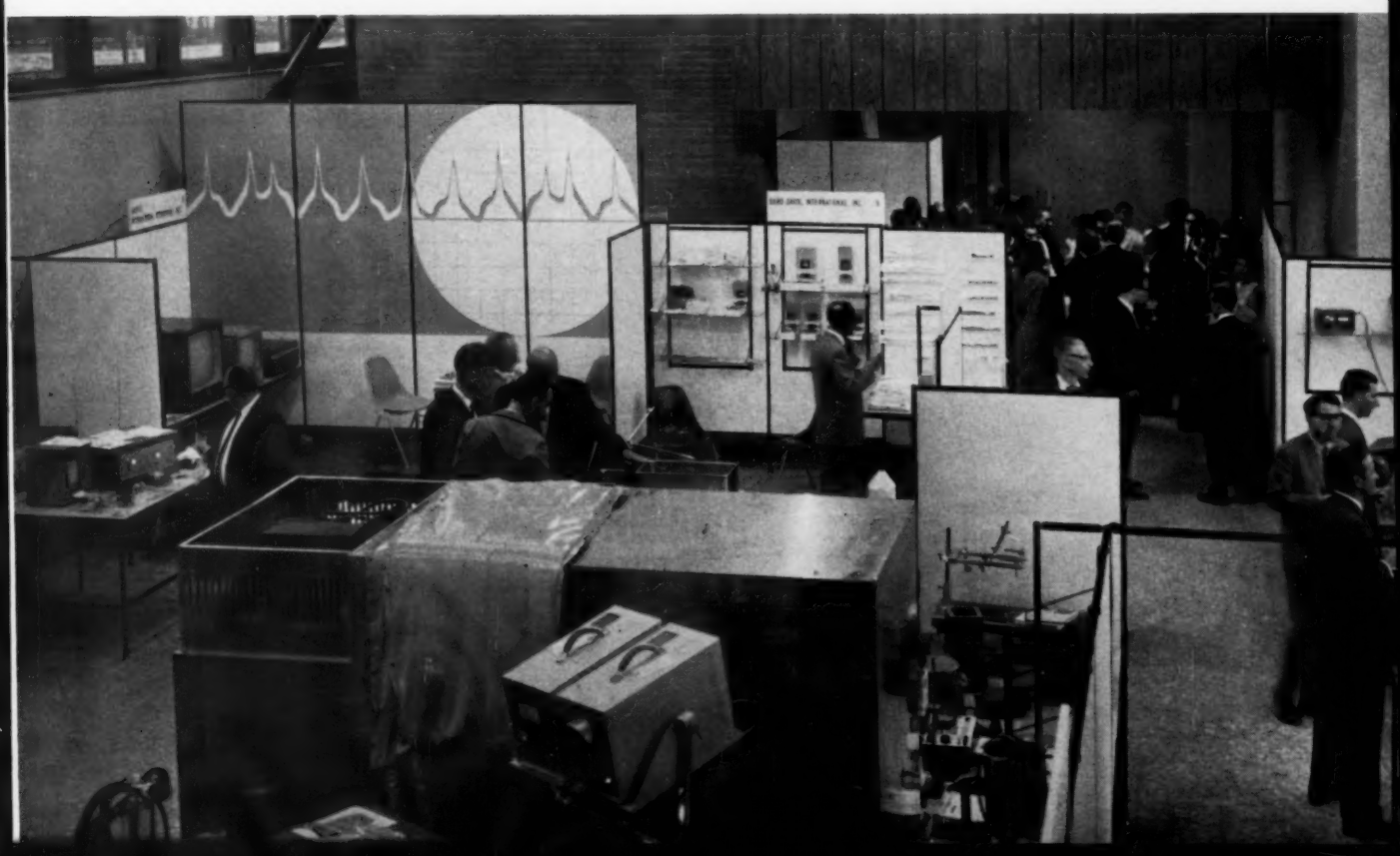
Adventures in Export, which even includes a short dictionary in 9 languages of Me-Jane-You-Tarzan style, explains ways to obtain a distributor overseas, how to process an order, handle credit, the freight forwarder's function, and bristles like a porcupine with sales programs.

"I believe success in life, love and business is mostly a matter of minor details," Mrs King said unexpectedly. "I used that line once in a talk at St. Louis and the Swiss counsel roared. He thought it delightful."

Audrey Marsh King sweetly declares she is assisting a lot of men make a mark for themselves in business. "With Marsh stencil machines, of course," she adds.

Italian doctors at Milan Show

Approximately 225 Italian doctors visited the U.S. Trade Center in Milan on the Sept. 9 opening day to tour the Advanced Medical Equipment Show. Others attended a reception held the day before. Above, the first group enter on opening day of the Center. Interested visitors, below, study the various exhibits of the show. The display was held through Sept. 16.



'Flying Trade Fair' pays last-minute get-acquainted calls

Global International's "Yankee Peddler" dropped down to Washington to strut its stuff for capital businessmen and officials shortly before the "Flying Trade Fair's" September 16 takeoff for Europe.

The plane, which will display the products and services of 20 Hartford, Connecticut manufacturers in 11 European cities, also visited New York and hosted 5,000 visitors during an "open house" in Hartford shortly before setting off on its maiden trading voyage.

Photos of the remodeled plane interior, with exhibits, are shown at left.

A representative of each participating company will travel with the plane, for on-the-spot follow-through on any buyer interest the flight may develop.

Following the initial flight, Global is planning a 3-month promotion for a data-processing company, and several others for regional or community groups, similar to the Hartford trip, presenting U.S. products in foreign countries.

Electronic control equipment exhibit planned in London

Of the many booming areas of the United Kingdom's electronic market, none exceeds the rate of demand for electronic control equipment—expected to triple by 1968.

American firms are invited to introduce their products to this $10 million market through a show of "Electronic Controls for Industry," at the U.S. Trade Center in London, December 8-18.

U.K. imports of electronic control devices for mechanical industrial processes climbed 475% between 1958 and 1962. The United States currently supplies 63% of imports, a 12% increase over 1960.

Pushing industry

The British Government's drive for modernization is pushing industry to invest in the latest equipment, according to a market survey conducted in Great Britain for the Bureau of International Commerce. American manufacturers have the advantage of a pre-disposition by British technicians and management toward U.S. systems and devices.

The Trade Center show is designed to present to British industry the range of U.S. advanced equipment for the control of mechanical processes. Equipment to detect, measure and control moisture content in materials, chemical content in liquids, rate of flow, concentricity, size, weight, tension, hardness of other physical properties will be included.

All equipment displayed should be electronic, but not limited in application to electrical or electronic processes.

Equipment offering functional advantages, without requiring technically trained or highly skilled operators, can expect a receptive market in Britain because of the relative shortage of qualified personnel.

The U.S. machinery and equipment trade mission to the U.K. in 1962 reported many sales leads for American automation equipment as a result of Britain's efforts to increase productivity. Mission members recommended demonstration of U.S. products at trade shows.

Mission members on the electronics and automation trade mission to the U.K. earlier this year developed about 175 specific new trade and investment leads for U.S. firms. (*International Commerce*, July 13.)

Sixty-seven U.S. firms participated in the first electronic equipment show at the London Trade Center two years ago and reported more than $1 million in sales.

Exhibitors at Bari aim at Southern Italy's consumers

The consumer market of Southern Italy and neighboring Mediterranean nations is the target of 26 U.S. firms currently displaying their products in the U.S. Exhibition at the International Levant Fair in Bari, Italy.

U.S. products being shown at the Bari fair, which ends September 23, include coin-operated washing machines and drycleaning equipment, food and drink dispensing machines, ice making machines, various automotive service and maintenance equipment, car wash machines, and small farm equipment.

This is the second year in which the Bureau of International Commerce has sponsored a commercial exhibition at Bari. The 26 U.S. manufacturers who participated in the 1963 fair recorded $275,728 in on-the-spot sales and estimated an additional $3.6 million in sales.

The exhibition was designed by Walter Dorwin Teague Associates, of New York City.

Central heating interests Britons

Sir Winston Churchill, in *The History of the English Speaking Peoples,* said central heating is still less common in contemporary Britain than it was in Roman times.

The severe winter of 1962-63, however, changed people's minds in Britain, and there has been a big upsurge of interest in that field.

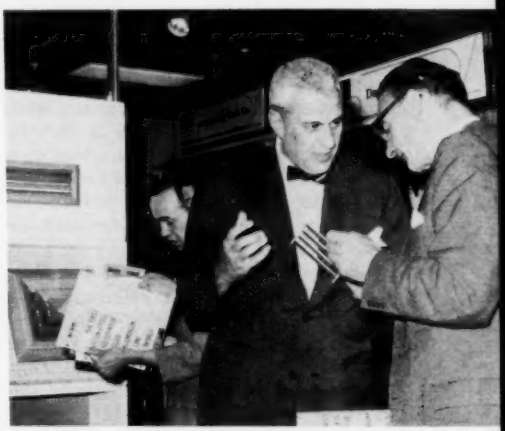
Willis C. Armstrong, minister for economic affairs at the U.S. Embassy in London, quoted from Churchill's work, then noted the more recent upsurge in interest as he opened the Sept. 1-11 exhibition of American heating, ventilating and air conditioning equipment at the London Trade Center.

The opening reception attracted a record number of guests representing the United Kingdom government departments, local authorities such as the London County Council, public corporations such as the gas, and electricity undertakings and the National Coal Board, representative bodies covering architecture and building trade organizations and individual companies together with many architects, (heating, ventilating and air conditioning) engineers, building contractors and specialist consultants. More than 40 of Britain's leading trade and technical publications sent reporters to cover the opening.

Thirty-three American manufacturers took part in the exhibition. Products on show ranged from small domestic units to comprehensive systems for institutional, commercial and industrial application and also embraced a wide range of associated services and accessories.

This was the second exhibition at the London Trade Center devoted to heating, ventilating and air conditioning. The outstanding success of the first show, and Britain's growing awareness of the need for modern temperature control equipment, were reasons for a repeat.

PORTABLE oil heater is examined.



ENGINEERS study new type grill.

CROWDED BOOTHS are typical at U.S. Trade Center in London heating exhibition.

FILTER UNITS are explained to buyer.

PROPANE gas infra-red heater attracts attention.

IN CONGO

Gains despite upheaval

Outlook remains uncertain pending political solution; U.S. import share at 31%

Although civil disturbances in the eastern provinces have made the current outlook in the Congo uncertain, various indicators during the first 6 months of 1964 showed encouraging signs of economic improvement.

Among significant favorable trends noted were more stable price levels following the monetary reform of November 1963; improved output for export—particularly in the agricultural sector; and a sounder fiscal picture as reflected in increased revenues and government efforts to curtail expenditures.

Continued improvements in the Congo's economic situation will necessarily be influenced by political events.

Although retail prices continued to rise for the first few months after the monetary reform, its effects began to be felt by April and prices have held relatively steady since then. Rising cost of imports caused by the higher price for foreign currency, a firm government wage restraint policy, and commercial bank credit controls all helped limit the supply of surplus local currency and cut down on consumer demand.

At the same time the supply situation improved, due to the U.S. import support program and massive issuance of new import quotas by the Government. Imports totaled about $286.7 million in 1963, of which the U.S. supplied 31.2%. By June 1964, $17.9 million of the $22.9 million made available by AID since February had been authorized for use by importers of capital goods necessary to improve production levels.

The combination of these elements contributed to halt inflationary price rises and set the stage for price declines. These inflationary curbs, coupled with increased government receipts from foreign exchange sales, enabled the Treasury to more than double its average revenue and keep expenditures below receipts for the first time since independence.

The improved conditions showed up in the figures for export earnings, which rose 10 to 15% above 1963 levels. Congolese statistics show that the value of the 1963 exports stood at $343.9 million. Indications are that total exports for 1964 are running 5 to 10% above the 1963 level. Export proceeds, averaging $31 million per month, are increasing at a higher rate because of the decrease in smuggling following the monetary reform.

Crop exports up

Improved production for export was primarily in the agricultural sector. Although output of major commercial crops (palm products, coffee, rubber, and cotton) is still well below pre-independence levels, the first 6 months of 1964 were hopeful. Relative internal calm and better price prospects encouraged independent

LEOPOLDVILLE receives foreign imports by rail from Port Matadi, and transfers goods consigned to the interior to barges for the trip up the Congo River.

native growers to resume production for export. U.S. import assistance was partially responsible for some large plantations being able to begin replacing machinery needed to resume normal operations.

However, statistics for 1963 and early 1964 show that production of most of the important minerals—copper, cobalt, cassiterite, wolframite, and manganese ore—experienced a net decline relative to 1962. Nevertheless, the principal mineral producers, particularly Union Miniere, have confidence in the future of the Congolese mining industry and are opening up new deposits and cutting costs.

Production of agricultural crops and industrial goods for local consumption has not yet increased significantly. Prior to independence Congolese subsistence farmers supplied the local market with corn, manioc, beans, rice, fruits, and vegetables, but output for commercial sale is now estimated at less than 40% of its 1958 level.

However, owing to the higher and more realistic prices charged for imported products since devaluation, there appears to be a trend toward increased production and marketing of manioc, domestic grains, and other food products.

Local production resumes

Few consumer goods industries have been meeting demand in the industrial sector. Cement, cement products and building materials have been doing well in response to a mild boom in Leopoldville residential and industrial construction.

Production of industrial chemicals, rubber products, leather and plastic footwear, paints, soap products, bicycles and radios declined in 1963 because of the difficulties encountered prior to then in obtaining foreign exchange quotas to import raw materials, spare parts and machinery.

The more generous foreign exchange conventions negotiated last year and a continuation of AID-financed imports have enabled most of these industries to expand production in 1964. Production of cotton cloth, printed textiles, knitted goods and shirts has been increasing since 1962, but demand is still unsatisfied.

If current political difficulties can be resolved in time to permit continued improvement in the Congo's economic situation, the market for industrial goods needed by Congolese producers, as well as for consumer goods which local industry is not able to supply, should provide attractive sales opportunities for energetic, interested U.S. exporters.

Liberian economic sluggishness continued thru 1st half of '64

Several new construction projects may help recovery; Government receives title to U.S.-built Port of Monrovia

Business activity in Liberia, which slowed considerably during 1963, remained slack during the first half of 1964, according to the U.S. Embassy at Monrovia. Many trading firms were confronted with high inventories, tight credit and a lack of money in circulation.

Construction activity also was relatively limited. However, work is expected to get underway on several major projects during the last half of the year.

Liberian foreign trade presented a mixed picture. Exports of iron-ore did not reach the quantities expected. However, rubber and latex exports were largely unchanged from previous periods. The volume of general cargo imports entering the Port of Monrovia was reported smaller than in recent comparable periods.

Despite the overall slowness of economic activity, there were promising developments in several sectors. Four industrial plants were completed during the first half of the year. These included a shoe factory which will produce plastic and canvas shoes for the local market, a soft drink bottling plant, a paint factory and a mattress factory. A plastics plant and a battery plant were being actively considered.

The Liberian Government continued to push "Operation Production," with emphasis on the drive for agricultural self-sufficiency. The success of the Gbedin rice project—a Nationalist Chinese model farm—prompted the initiation of efforts to set up a second swamp rice farm in southern Liberia.

Rubber prices low

Price remained low in the rubber market. The Government called for increased production per worker on rubber plantations and the use of women tappers to boost the labor force. The average Liberian worker taps fewer trees than tappers in Nigeria and the Far East, which tends to increase production costs.

Transportation, public works and utilities were among the more active sectors of the economy as a number of projects were completed and the groundwork laid for the construction of others.

Highway construction moved forward as planning for new roads and renovation of existing roads continued. In addition to financing provided by the Government of Liberia, road construction will be financed by a $3 million loan from the World Bank and a $415,000 grant from the U.S. Agency for International Development (AID).

Title transfer

In the transportation sector, the Government of Liberia took title to the Port of Monrovia in May. The agreement calls for Liberia to pay approximately $19 million over a period of 35 years for the facilities, which were built by the U.S. under a lend-lease agreement at the end of World War II. A separate agreement provides that a foundation to expand educational and cultural programs between the 2 countries will be established and financed by annual payments made on the port.

The first Liberian owned ship, the President William V. S. Tubman, a 30,000-ton bulk ore carrier, was launched in Rotterdam in April. The ship is the first of two ordered by the Liberian National Shipping Line.

Power project

Ground was broken in January for the $27 million Mt. Coffee Hydroelectric Power Project. Heavy construction on this project, which is being financed largely by a $24 million AID loan, is scheduled to begin at the end of the rainy season this fall.

In early July AID announced a loan of $7 million to the Monrovia Public Utilities Authority to be used for the expansion of Monrovia's water system.

Other AID projects were also moving ahead. Construction is due to begin before the end of the year on a $6 million medical center in Monrovia and school construction under both grants and loans was continuing.

Nicaraguans expect surging economy to get even better

U.S. firm helps found busline linking Central American capitals; several new industrial investments reflect business confidence

The rapid rise in Nicaraguan economic activity which has been underway since 1961 continued into mid-1964. General sentiment in the country is optimistic, with little concern expressed over the heavy dependence on continued good prices and receptive markets for the few Nicaraguan principal primary products.

Business conditions continued excellent. Employment and income were relatively high and consumers reportedly were becoming more quality conscious.

Weather conditions were good during the first half of 1964. Cotton production for the 1963-64 season amounted to 410,000 bales, exceeding original estimates by about 40,000 bales. This was about 30% above 1962-63 production and set a record.

Production probably would have been even larger had there been no labor shortage. A production of about 500,000 bales is predicted for next year. Sales of mechanical cotton pickers to overcome the seasonal labor shortage are proceeding at a brisk pace.

The Ministry of Economy has authorized the installation of 6 new cotton gins and the expansion of 3 others to handle the anticipated growth in production.

Coffee production appears to have been slightly lower than last year, since this is the low year in the coffee cycle. Conservative estimates of the coffee crop next year indicate a 25% increase in production. Since coffee prices are high and are expected to remain high next year, coffee growers are optimistic.

The approval by Congress, after long debate, of a law creating a National Coffee Institute to assist coffee growers in marketing and improving the quality of their coffee, has contributed to the optimistic mood among coffee growers.

Industrial investments

METASA, the big metal fabricating plant at Tipitapa near Managua, has just celebrated its fifth anniversary. It is exporting to other Central American countries and is planning to expand its existing investment in El Salvador by the construction of a galvanizing plant in Acajutla.

A fertilizer plant, Abonos Superiores, S.A. is planned for Corinto. The plant will be financed by capital supplied by Nicaraguan and Costa Rican investors, and International Ore and Fertilizer Corp. of New York.

The plant will produce about 20,000 tons of fertilizer a year for the domestic market and for export to other members of the Central American Common Market. Sulphuric acid and ammonium phosphate will be produced eventually. Initial investment will be about $700,000.

Land has been purchased and machinery ordered for the chemical plant being built by Casa McGregor and the Atlas Chemical Co. of Wilmington, Del. The plant will turn out 3.5 million pounds of sulfonates yearly to supply the needs of the detergent and insecticide industries.

Construction of the Nicaraguan Long Leaf Pine Co. naval stores plant in Puerto Cabezas has been suspended because of the drastic decline in the price of resin and related products during the past year. Work may be resumed if negotiations to purchase the pine tree stumps at a lower price are successful.

Construction is booming, with the issuance of building permits in Managua up by more than one-third over the first quarter, when they in turn were 30% higher than first quarter 1963.

A considerable amount of upper-income residential construction is underway and several middle-income housing projects are waiting approval of investment guarantees before construction begins.

Savings and loan

A law authorizing the establishment of a savings and loan system to finance housing construction is being drafted with the advice of the Agency for International Development. The National Housing Institute has completed 1,961 low-cost housing units and is working on 815 additional units, which are being partially financed by an Inter-American Development Bank (IDB) loan.

A bus line with joint U.S.-Nicaraguan capital, Transportes Internacionales Centroamerica-Panama, was established during the quarter to serve all of the Central American capitals with Managua as its headquarters.

The company purchased 6 second hand air-conditioned buses, each of which will be staffed with a stewardess. The bus line already has begun operations between Managua; San Jose, Costa Rica, and Tegucigalpa, Honduras.

Construction of the Tuma River hydroelectric project is ahead of schedule. The first 25,000-kilowatt turbine is now scheduled to begin experimental operations in October, instead of December. When the second turbine is installed next April, the country's public electric power capacity will be more than doubled.

Heavy rains in the Tuma area have caused the lake created by the dam to rise much more rapidly than expected. This has created a transportation problem, since roads in the area have been flooded before the Ministry of Public Works has finished new roads to replace them.

First strike

A dispute between the U.S.-owned Singer Sewing Machine Co. and the company's salesmen-collectors dominated the labor scene recently. Differences between the company and its salesmen-collectors have resulted in the first legal strike since the Nicaraguan Labor Code went into effect almost 20 years ago.

After exhausting the 30-day limit on legal strikes under the Code, the dispute was settled by a 3-member compulsory arbitration board. An appeal of the Board's decision must be decided by the Superior Labor Tribunal, according to the Labor Code.

Latin groupings

Two important regional economic groups, the Latin American Free Trade Association (LAFTA) and the Central American Common Market (CACM), are described in "Economic Cooperation in Latin America," a booklet issued by Bankers Trust Company.

The study discusses the evolution of the two organizations, their economic aims, and prospects for the future.

The booklet was prepared in response to the growing interest of exporters, investors, and other businessmen in Latin American economic developments.

Write: the International Banking Department, Post Office Box 318, Church Street Station, New York, N.Y., 10015.

Iran still looking for upturn to vitalize sluggish economy

Government measures, rising petroleum revenues may turn trick; industrial support program to assist 'essential' industries

The Iranian economy continues to be characterized by a relatively low level of commercial activity, but increasing Government efforts, rising petroleum earnings, and an increase in the Plan Organization's developmental expenditures point to a potentially brigher future.

General business conditions showed few signs of recovery from the 3-year recession during the second quarter. Although there has been an upturn in raw material imports and in the construction industry, the market remains slow, especially following reports of poor crops resulting from a lack of spring rains. The Government implemented positive steps to remedy the business slump.

The Plan Organization's total development budget has allocated 32.5 billion rials ($433 million) for the Iranian year 1343 (3-21-64 to 3-20-65). The Organization will probably have sufficient financial resources to maintain the high level of development expenditures needed to stimulate the economy and induce greater activity in the private sector.

Specifically, the Plan Organization's budget has earmarked 3.5 billion rials ($46.6 million) for technical assistance and investments in government and private industrial ventures.

A 600,000 ton state-owned steel mill is expected to be constructed soon at an estimated cost of 25 billion rials ($333 million). The proposed mill would be located near the Kerman region.

Private offers welcome

Local press reports state that although international tenders may be announced either this fall or early in 1965, the Government would, in the meantime, favorably consider private offers from foreign firms.

The Minister of Economy came out in strong support of the proposed establishment of a stock exchange in Tehran, a move to strengthen the capital market. The draft bill provides that the new exchange be formed with the participation of industrialists, merchants, and banks, and be supervised by the Government.

The new President of the Tehran Chamber of Commerce also publicly advocated closer cooperation between the Government and the local business community, and called for a basic overhaul of the Iranian Commercial Code and tax laws. He said such a development would lead to better business security and balance, and subsequently to a more favorable climate for long-term private investment.

The outlook was again brightened by another rise in petroleum production and oil earnings, the chief domestic source of development capital. Net crude oil production by the Oil Consortium during the first quarter of the Iranian year totalled 145.3 million barrels, a 6.2% increase over the same period last year. Crude oil exports by the Consortium also rose 5.7% from the first quarter of previous year, to 109 million barrels, with quarterly earnings rising to $104.9 million.

Iran's total imports and exports for the first ten months of the Iranian year 1342 (ended March 20, 1964) amounted to $386.3 million and $92.08 million respectively. Iran's principal suppliers were West Germany, the U.S., and the United Kingdom, while its main customers were the Soviet Union, the United Kingdom, West Germany, and the U.S. in that order.

New bilateral trade agreements have been concluded with the Soviet Union and Rumania, while the visiting Philippine Minister of Economy stated that Iran-Philippine trade possibilities were explored. A 7-man British trade mission has also visited Tehran.

New program

The Government is considering adoption of a detailed industrial support program to coordinate the overall economic development of the country. The proposed program would divide domestic industries into "essential" and "non-essential" groupings. Industries under the first category would enjoy special privileges, including customs duty exemptions, and tax reliefs, while those under the second category would not receive such government support.

The Government continues to favor foreign capital investments, as well as foreign technical and managerial know-how. It gives priority to foreign firms which present concrete plans for eventual local manufacture of parts and components, and it is particularly interested in foreign industrial endeavors involving Iranian participation.

Since the Iranian Government imposes high customs tariffs or completely bans imported commodities which are adequately manufactured locally, some U.S. firms have had their representatives study on-the-spot prospects for direct investment, as well as possible licensing arrangements.

Recent U.S. ventures

Recent U.S. business ventures included a 20-year agreement between Fairhurst Technical Services, International of San Francisco and a Government-owned company to manage the Caspian National forests; and the signing of a joint venture agreement between General Tire Inter-

IRANIAN CAMELS get the 'don't walk' signal while more modern forms of transportation whiz by.

national and an Iranian company to establish Iran's second tire factory.

Despite previous indications of favorable climatic and soil conditions, unforeseen events caused a substantial decrease in the recent wheat crop and meat supply. The Iranian Government took steps to remedy the situation. A formal request was made for the purchase of 240,000 tons of wheat from the U.S. under the PL 480 program. To encourage the private import of grains, the Government abolished all grain import taxes except those on rice and wheat flour.

Also, the Foreign Transaction Company was authorized to import 60,000 head of sheep from Turkey to alleviate the meat shortage.

The Shah's Land Reform program is about to enter its Second Phase, governing the distribution activities affecting landowners holding one village or less.

'Optimistic' is the key word for fast-growing Guatemala

U.S. is still leading import supplier, with whopping 48%; Chamber of Industry debates role of foreign investment

The year-long upward trend in Guatemalan business activity continued in the second quarter of the year.

Sales declared by merchants for tax purposes were 22% higher in January-April than in the first 4 months of last year.

The business community remains optimistic for the short term, due to the successful lifting of the state of siege by the Government, and the election and peaceful installation of a Constituent Assembly.

The Government closed the fiscal year with a surplus for the first time in 7 years. The achievement was a very real and significant one reflecting rising revenues from improved tax enforcement and the booming economy.

Tax and other ordinary revenues, at $96.9 million, were $14.3 million higher than in fiscal 1963, while new borrowing dropped from $36.8 million to $18.5 million. Equally important current payments were brought up to date, and the floating debt built up over the previous 7 years by accumulating unpaid bills was settled.

Foreign trade up

Final import data for 1963 indicate that imports reached $165.5 million (c.i.f. basis), compared with $133 million in 1962.

Imports from the U.S. rose from $65.3 million to $79.6 million, for a marginally smaller share (48.1%) of a considerably larger market. Germany remained in second place as a supplier, with 10%, and Japan maintained a 5% share in fourth place. El Salvador took clear title to third place, with 7% of the market, as the Central American countries moved steadily toward greater economic integration.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Eleven-month export figures for 1963 total $136.5 million (f.o.b. basis), sharply higher than the full-year $109.3 million reported in 1962. The U.S. continued to take a smaller share of Guatemala's products, as did Germany. Largest increases in exports were to other members of the Central American Common Market and Japan.

The Bank of Guatemala further relaxed exchange controls for business and tourist travel and simplified procedures for obtaining foreign exchange in May.

The exchange controls now really affect only capital transfer, c.o.d payments, and improperly documented payments. Profits on foreign investments in Guatemala may be freely remitted, and the capital may be freely repatriated.

While coffee exports in the first 8 months of the current crop year (October-May) declined 6% to 1.2 million 60-kilogram bags, higher coffee prices more than offset the loss.

Guatemala had exported a quarter of a million 500-pound bales of lint cotton through mid-June, with only a small amount of cotton awaiting shipment. Total cotton production is estimated to have risen 19% in the crop year just ended, to 289,000 bales.

Planting for the coming year was delayed by heavy rains. The plantings should yield an estimated 325,000 bales, a further increase of 12%.

Sugar production for the current crop year is estimated at 3.1 million quintals (1 quintal equals 101.4 U.S. pounds), a 12% increase. With domestic consumption up an estimated 9%, to 1.9 million quintals, sugar available for export is estimated at 64,500 short tons, 19% above last year. Plantings for the coming crop are expected to be still larger.

The United Fruit Co. announced a $12 million 5-year program of planting 16,000 acres in the new Valery strain of bananas. The Panama-disease-resistant bananas will all be near the Caribbean coast.

Foreign investment debated

The Chamber of Industry sought to reach a consensus on foreign private investment. There appeared to be agreement that foreign investment was inevitable, but that the type of investment should be carefully examined.

Some fear was expressed that giant foreign corporations using well-known brand names in direct equity participations or in licensing arrangements might squeeze out existing local industrialists in competing for the limited Central American market.

Aside from further relaxation of exchange controls, no active steps were taken by the Government to encourage foreign investment. The Government took its first action under the bilateral Investment Guarantee Agreement with the U.S., in effect since August 1962, by rejecting the application of the U.S.-owned International Railways of Central America (IRCA) for coverage of a proposed $3.8 million purchase of 28 diesel-electric locomotives to modernize the line.

However, only 6 or 8 of the approximately 60 firms which have submitted Investment Guaranty applications to Washington have formally applied to the Guatemalan Government for approval.

The projected mining code, on which hangs the fate of the proposed $60 million International Nickel mining investment, continued to be referred within the Government for advisory opinions.

EEC Commission works to complete common policy on fruit, vegetables

Proposed regulation on organization, intervention, trading system for 3rd countries submitted to Council of Ministers

The Commission of the European Economic Community has submitted to the Council of Ministers a proposed regulation designed to complete the Common Agricultural Policy on fruits and vegetables.

The proposal relates to the organization of producers, market intervention and a system for trading with 3rd countries.

It supplements EEC Council Regulation No. 23 which initiated a Common Agricultural Policy for fruits and vegetables by instituting procedures to set up quality standards and eliminate certain quantitative restrictions, and by establishing the institutional authority for the program, as well as a safeguard clause.

The main objective of the new proposal is the stabilization of the Community fruit and vegetable markets by means of a supply management system based on price manipulation, import controls and export subsidies.

Producers covered

The 1st chapter of the proposed draft covers the producers' organizations through which the entire production of specified fruits and vegetables will be placed on the market. These organizations will stabilize supply by keeping products off the market when prices are below a certain minimum level.

The 2nd chapter concerns market intervention. Guidance prices for fruit and vegetable products will be established, based on average prices in representative markets of the 6 Member States. If the actual market price remains below 60% of the guidance price for 3 days, market intervention will occur and can take the form of a suspension of sales or the granting of subsidies.

Also, the intervening authority in each Member State will take any surplus supply off the market by purchasing all of the products offered to it at a minimum price. These operations cease when the market price remains equal to or exceeds 60% of the guidance price for 3 consecutive days. Market intervention transactions are to be financed by charges on products placed on sale by the producers' associations.

The 3rd chapter of the proposed regulation calls for the elimination of all quantitative restrictions and similar trade barriers on imports of the specified fruits and vegetables from third countries. However, if, by directly or indirectly subsidizing exports or employing trade practices which abnormally lower export prices, a 3rd country injures the production of one or more Member States or the intra-Community marketing of fruit and vegetable products, the proposed regulation allows a levy to be applied on imports from these countries.

Subsidies allowed

In some cases, the draft also allows subsidies to be granted for exports to 3rd countries, based on Community price trends and market prices in 3rd countries which provide large markets for Common Market fruit and vegetable products.

For a copy of this draft regulation and an EEC Information Memo on the proposal, **Write:** OIRE Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Belgium enacts law to reduce workweek

The Belgian Government has enacted a new labor law, reducing the maximum workweek from 48 hours to 45 hours, with an 8-hour maximum workday.

The law, which becomes effective next February 1, also stipulates that a compensatory day off must be granted, for each Sunday worked, within 6 days after the Sunday on which the work is performed.

The law will not affect the majority of Belgian workers, inasmuch as they already have a 45-hour workweek under existing labor contracts. Moreover, the law will not lessen the authority of the joint labor-management councils to negotiate reductions in the workweek for specific industries.

Japan reduces import deposit rates on 12 items

The Japanese Government has reduced import deposit rates for 12 items of some commercial importance to U.S. exporters.

Rates of import deposit on raisins and peanuts for oil extraction were reduced from 35% to 1%, while those for newsprint, sulphur, woodchip, nickel matte and certain precious metals were reduced from 35% to 5%.

The import deposit required on thermal power generating equipment and aircraft was reduced from 5% to 1%.

Recent Japanese press reports indicate that the Government is expected to reduce drastically import deposit rates on a larger number of items within a few weeks. According to these reports most of the items now requiring deposits of 5% will be reduced to 1%.

Included in the items mentioned were raw cotton and wool, crude rubber, animal feeds, phosphate rocks, and bristles. It is also reported that a number of the items now requiring the 35% deposit rate will also be granted a cut to 5%.

Hellenic State Railways to purchase rolling stock

According to a program drawn up by the Greek Ministry of Communications, the Hellenic State Railways (SEK) plans to purchase about $21 million worth of rolling stock soon, provided Government approval is forthcoming.

The Ministry has not indicated whether the purchases will be effected through international tenders.

SEK's proposed procurement includes 40 diesel locomotives, 20 passenger cars, 10 sleeping cars and 1,125 freight cars for use on a 1.435 meter standard gauge line, and 10 diesel locomotives, 30 passenger cars and 150 freight cars for use on a one-meter gauge line.

If international tenders are issued by the Hellenic State Railways, notification of an opportunity to bid will be published in INTERNATIONAL COMMERCE.

Engines freed from duty

Automotive engines, other than diesel, are now free of import duty and licensing requirements, according to the Government of Jordan. This action is in keeping with a recent Government law which will prohibit the operation of diesel-powered automotive vehicles in Jordan's principal cities after Dec. 31.

Foreign business gets boost from Uganda's passage of supplementary investment law

Action taken to establish framework for investment, gives all foreign nationals protection against expropriation without compensation

Uganda has enacted a new Foreign Investments Act designed to encourage foreign investment.

The new law supplements an Industrial Charter which provides the following:

The Government will conclude agreements providing for approved status to companies, parnerships, or individuals interested in investing capital in new industrial developments;

The Government may not nationalize or expropriate any kind of property without making legal provision for prompt payment of adequate compensation;

Foreign investors will be liable to normal taxation, but will qualify with Uganda firms for write-offs amounting to 120% of investment expenditure;

Approved enterprises having foreign investments will normally be required to make provision for developing local Ugandan shareholdings or partnerships within a period of 5 years;

The Government will be generous in issuing employment permits for foreign nationals in approved enterprises which maintain satisfactory training programs for Ugandans and that the Government will make available its good offices in the event of industrial disputes;

The Government will facilitate importation of machinery, equipment, materials and components by providing for tariff protection or duty free importation if needed and will further help approved enterprises to obtain suitable land on reasonable terms.

Supplementary act terms

The supplementary Foreign Investments Protection Act provides for issue of certificates of approved status to foreign investment by the Minister of Finance; and for the protection against expropriation without adequate compensation and the right of appeal to the High Court found in the Charter and in the country's Constitution, with the addition that compensation must be paid within 6 months of the date of take-over.

It further provides for transfer out of Uganda of: profits, after payment of the relevant taxes; the investor's proportion of the net proceeds of sale of all or any part of his enterprise; the principal and interest of any loans specified in the certificate; and any compensation which may be paid.

These Government actions were taken for the purpose of establishing a protective framework for foreign investment within which the Minister of Finance and the investor have considerable latitude in working out the provisions of a specific agreement. The law applies equally to all foreign nationals.

Germany gives tariff break to U.S.-made sail fabric

U.S.-made polyester fabric for sails imported into Germany is now benefitting from a recently revised interpretation of the German Customs Law 1961.

Under Section 27 of the law, goods imported in connection with the construction, reconditioning or outfitting of boats, ships and aircraft are dutiable as if the vessels themselves were to be imported. This means that duties on sailcloth and other accessories are duty-free or levied at the low rate applicable to the particular vessel for which the components are intended.

Prior to the recent reversal of policy, the term "outfitting" had been construed to mean initial rigging of the vessel only.

As it was originally conceived, this interpretation was to provide protection to the German textile industry. Recent technological advances have led, however, to the preeminence in the boat-rigging business of sailcloth based on polyester fibers. Such sailcloth is not produced in Germany, the majority of it being of U.S. origin.

In recognition of the growing preference for such sailcloth, Germany's Finance Ministry has decreed that "outfitting" in the sense of Section 27 now goes beyond the initial rigging and embraces subsequent replacement and refurbishing activities as well.

The special significance of this step for U.S. exporters is that it enables German sail manufacturers to import this type of sailcloth without paying the 40% retaliatory tariff to which a number of U.S. synthetic fabrics have been subject since 1962.

Tax exemption system continued by Austria

Austria has extended the validity of that part of its Turnover Tax Law which authorizes the Finance Ministry to grant tax exemptions for certain types of commercial activities in Austrian Customs Free Zones.

The new regulations are to remain in force until Dec. 31, 1969. This system had been rescinded by the Constitutional Court earlier this year and was due to expire last Aug. 31.

Austria maintains customs free zones at Linz, Innsbruck, Graz and the Danube port of Vienna. The following are among the manipulations of foreign goods within the zones which are exempt from the turnover tax:

Bonded wholesale imports, bonded warehouse shipments, and imported goods which are processed at the free trade zone; certain shipments received at the free trade zone out of the free domestic trade; loading, unloading, and storage of commodities and services rendered in connection with such shipments and storage.

Ceylon places food imports under license

Importers in Ceylon have been notified that certain food items, previously importable under open general license, will hereafter require an individual license for their importation.

The foods listed in the notification are live poultry and fish, natural honey, macaroni, spaghetti, vermicelli, edible nuts, dried fruits and vegetables, arrowroot flour, palmyra sugar candy, animal feeds, almond milk, almond paste, anchovy paste, blanc mange powder, custard powder, golden syrup, jelly crystals, mayonnaise, mustard paste, peanut butter, salad cream, soya, lecithin, treacle and yeast.

Industrial contracts' extension authorized by Costa Rica

Contracts with private investors under provisions of Costa Rica's 1959 Industrial Encouragement Law may now be extended in whole or in part.

The purpose of this grant of authority by the Legislative Assembly is to permit the Executive Power, when it appears justifiable, to renew contracts which may expire before the Central American Convention on Fiscal Incentives replaces national laws governing industrial encouragement.

Iraq amends foreign exchange rules

Adult residents leaving Iraq may obtain up to $840 in foreign exchange without prior permission of the Central Bank, under the terms of a recently-enacted amendment to the Iraqi foreign exchange law.

Additional foreign exchange must be authorized in advance by the Central Bank. No fee is charged for the first $420. On the next $1400 the fee is 8%, and on any additional amount, 12%. This new law is a revenue measure and does not basically alter the previous regulations as to the amounts of foreign exchange which may be taken out of the country.

The principal provisions of the existing Iraqi foreign exchange regulations, as they affect foreign travelers, are as follows:

No person may bring into or take out of Iraq more than $14 in Iraqi currency;

Foreigners may take out only the amount of Iraqi currency which they brought in;

Foreign currencies and travelers' checks may be brought in in unlimited amounts, but the amount taken out may not exceed that brought in, less traveling and living expenses, and purchases;

The Central Bank's permission must be obtained for all remittances from Iraq;

Foreign banks desiring reimbursement for Iraqi currency may present only $14 for each Iraqi Client.

Export incentives offered motor industries in Greece

A new law will allow special customs and tax benefits to certain enterprises manufacturing or assembling motor vehicles in Greece.

To qualify for the fiscal concessions businesses must export at least 50% of total sales; employ local labor to the extent required to produce at least 25% of "value added," based on ex-factory cost.

For firms meeting all pre-conditions, more fully explained in the law's text, the new legislation provides progressively reduced duties and taxes on imported parts and materials used in vehicles sold in the domestic market; full duty and tax drawback on imported components for exported vehicles, and free zone privileges for the manufacture of automobiles or for the assembly or processing of motor vehicle parts and materials.

Although this legislation originally was drafted and introduced at the instance of the Chrysler Corp., in connection with its plans to develop an assembly operation in Thessaloniki for Simca passenger cars, Farmobil pickups and Dodge trucks, the law is couched in general terms and applies to any foreign enterprise which can meet the requirements.

To obtain an English translation of the law on a loan basis, **write:** BDSA, Department of Commerce, Washington, D.C., 20230.

Ceylon changes export duty base on coconut products

Customs duties on fresh coconuts, copra, coconut oil and desiccated coconut exported from Ceylon are to be determined on the basis of the c.i.f. price of Philippine copra in the London market, according to the Government of Ceylon.

Duties on each of these products are to be levied on a sliding scale, increasing or decreasing as the price of Philippine copra fluctuates on the London market. The price is to be ascertained weekly by the Collector of Customs, and duties announced officially each Monday.

Based on the lowest price in the scale (below $124 per long ton for Philippine copra) duties are as follows: copra, $24.15 per long ton; coconut oil, nil; desiccated coconut, nil; fresh coconuts, $6.04 per 1000. On the highest price in the scale ($278 to $280 per ton for Philippine copra) the duties are: copra, $98.61 per long ton; coconut oil, $120.99 per long ton; desiccated coconut, $102.86 per long ton; coconuts, $24.65 per 1000.

Export duties were previously based on the London price of Singapore coconut oil. Prices of Philippine coconut products are less subject to fluctuation than those of Singapore products.

Turkish Government revises import duty schedule

The Government of Turkey has completely revised its import tariff schedule, which raised rates sharply on most items.

In addition, a number of items bound in the Turkish schedule of the General Agreement on Tariffs and Trade, (GATT), on which Turkey had authority to increase concessional rates, have been changed.

To obtain information on import duty rates for specific commodities, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Peru authorizes negotiations on Mantaro electric project

A Supreme Decree of Peru authorizes the Corporacion de Energia Electrica del Mantaro (CORMAN), a semi-autonomous agency of the Peruvian Government, to proceed with negotiations with a British-German consortium for the construction of a 330,000 kilowatt hydroelectric power plant on the Mantaro River.

This unit, which is not expected to be in use for at least 5 years, is the 1st part of a planned 3-stage project which ultimately will expand the Mantaro capacity to 1,100,000 kilowatts, more than Peru's total current capacity.

Plans for the project were drawn up by Electroconsult, an Italian firm. Negotiations with the British-German consortium are to be terminated and financing sought elsewhere if an agreement is not concluded by Dec. 31.

CORMAN was authorized in 1961 to contract loans up to $150 million to carry out the first stage of the project. To date German and British banking institutions have agreed to provide more than $60 million in long term loans.

Germany doubles quota for raw aluminum imports

The German Ministry of Finance has announced a doubling of the quota set for imports of raw aluminum at a reduced tariff rate of 5%.

The quota set for the second half of 1964 was 40,000 metric tons, as compared with 20,000 metric tons for the first half of the year. Not more than 20,000 metric tons may be imported at the reduced tariff rate during each of the two remaining quarters. The rate for imports outside of this quota is 9%.

The quota set for aluminum scrap for the first half of 1964, 7500 metric tons, was established again for the remainder of the year. The reduced tariff rate for aluminum scrap is 0.75%, as compared with 5% for imports outside the quota.

Dried milk duty changed

The previous duty of 11% ad valorem on dried milk in hermetically sealed cans not exceeding 2½ kilograms net weight, when imported into Lebanon, has been replaced by a specific duty of (about $0.08) per kilogram.

The tariff item which formerly read "milk especially prepared for babies" has been changed to read "converted milk," and the 11% duty replaced by $0.08 per kilogram (including the weight of the can).

Central American roads receive AID financing assistance

Alliance for Progress credit totalling $4.5 million extended

Two new Nicaraguan roads designed to promote Central America's economic growth and shorten the distance between Managua and Tegucigalpa by 31 miles will be financed in part by an Alliance for Progress loan from the Agency for International Development.

They are the first segments of the Central American regional highway network to receive AID loan assistance.

AID's 4.5 million credit to the Central American Bank for Economic Integration (CABEI) will provide about 79% of the dollar and local currency costs of the Nicaraguan sections of Central American Highways CA-3 and CA-6. Both projects, with a combined length of 42.3 miles, will link western Nicaragua with the Honduran border.

When fully operative, CA-3 will provide an all-weather access to the Inter-American Highway, the "life-line" of Central America. At the same time it will open to development an area with promising agricultural and timber resources.

On completion, CA-6 will reduce the present road distance between the capital cities of Tegucigalpa and Managua by 31 miles and spur the intervening area's agricultural and industrial development.

Local contributions

Total cost of the proposed Nicaraguan sections of highways CA-3 and CA-6 is equivalent to $5,650,000. The Nicaraguan Government will contribute the equivalent of $1,150,000 to the project.

The loans represent a contribution by the U.S. Government to the Fund for Economic Integration, proposed by the late President Kennedy and approved by the Presidents of the Central American countries in San Jose, March, 1963. The Central American Governments have also agreed to understake systematic contributions to the integration fund and Nicaragua will do so in the course of implementing the present loan.

Proceeds of the AID loan will be relent by CABEI to the Government of Nicaragua to cover U.S. dollar requirements of $3,260,000 and local currency requirements of $1.2 million for financing the new construction. CABEI will repay the AID loan in dollars within 40 years.

Car rental subsidiary planned for Colombia

Hertz American Express International, Ltd., owned by the Hertz Corporation and American Express Company, Inc., is establishing a subsidiary in Colombia to be known as Hauto, S.A. which will buy 50 cars for rental purposes.

Hertz American Express is making an equity investment of $50,000 to acquire all capital stock of Hauto. It also is lending the Colombia subsidiary $167,500.

The Agency for International Development has issued investment guaranties for the private U.S. venture.

The AID guaranties insure Hertz against loss of receipts from the equity and loan investments in case of war, expropriation or inability to convert local currency into dollars The program is one of several aimed at assisting U.S. private enterprise in playing its essential role in the Alliance for Progress.

U.S., Brazil sign loan rescheduling agreements

The U.S. and Brazil have signed agreements rescheduling $92.5 million in private and government obligations of principal owed the Export-Import Bank.

The 3 agreements cover debts of $66.5 million, $19.4 million and $6.6 million maturing during 1964 and 1965. The first of these agreements provides for the implementation with Eximbank of a rescheduling agreed upon last July by the Brazilian Government and the Governments of the U.S., Japan and several European countries.

Paraguay to buy wheat under Food for Peace

The U.S. and Paraguay have negotiated a Food for Peace agreement under the Alliance for Progress to help Paraguay meet current needs for wheat.

The agreement, negotiated under Title I, Public Law 480, provides for sale of $3 million worth (about 1.5 million bushels) of U.S. wheat, or wheat flour, for Paraguayan currencies (guaranies). The value includes certain ocean transportation costs.

Dominican Republic gets Eximbank loan for power expansion

Santo Domingo firm receives $8 million for U.S. supplies

An $8 million Alliance for Progress loan to the Corporacion Dominicana de Electricidad (CDE) of Santo Domingo will finance purchase of U.S. machinery, equipment, spare parts, supplies and related services required for expansion of CDE's power generation, transmission, and distribution system.

The loan was authorized by the Export-Import Bank.

The Corporacion Dominicana de Electricidad, a government entity, is the principal supplier of electric power in the Dominican Republic. A $3.4 million Eximbank loan to CDE authorized in 1962 financed the purchase of a 26,500 kw. thermal electric generating unit for installation at Santo Domingo. The unit is now in operation.

However, increased generating capacity at Puerto Plata and Santo Domingo is now needed to provide an adequate supply of electricty throughout the country.

Loan to build plant

The current loan will finance a 27,600 kw. thermal power plant for installation at Puerto Plata in the northern area of the country, 12,000 kw. peaking units for Santo Domingo, equipment for transmission and distribution lines, a communications system, and a load dispatching center.

The 2 major U.S. suppliers are General Electric Company and the General Motors Corporation who will also participate in the financing of the early maturities of the Eximbank loan.

Eximbank's loan is repayable over 14 years beginning in 1967.

India frees cotton

Bengal Deshi cotton will be licensed freely for export during the 1964-65 season, the Indian Government announced. Cotton traders report a 5 to 7% increase in acreage over the previous season, with a corresponding increase in production.

Loan authorized to expand Ecuador's electric capacity

The Export-Import Bank has authorized an $8 million Alliance for Progress loan to Instituto Ecuatoriano de Electrificacion (INECEL) of Quito, Ecuador, to assist in financing the expansion of 9 small power facilities.

Total cost of the 9 projects is estimated at $12 million. The Agency for International Development will participate to the extent of $1.6 million and INECEL will provide the remaining funds from its own resources.

INECEL is an autonomous agency of Ecuador recently formed to plan and coordinate the country's power development program. To accomplish this INECEL is promoting the establishment of electric companies in certain of the smaller population areas which require additional power for industrial development. INECEL proposes to supervise management of the projects, provide technical development and train personnel.

The 9 projects include the cities of Esmeraldas, Duran, Riobamba, Quevedo, Balzar, Loja, the Santa Elena Peninsula, and the Provinces of Manabi and El Oro.

Currently, Ecuador has a shortage of electric power for its population of 5 million with most of the existing power available in Quito and Guayaquil. The new program will increase available supply of power urgently needed in the smaller population areas.

$5.7 million project loan authorized to Mexican firm

The Export-Import Bank has authorized a project loan of $5.7 million to Compania Azucarera de Los Mochis, S.A. of Mexico, to help finance the purchase of U.S. goods and services needed to expand sugar producing capacity in the state of Sinaloa.

Principal U.S. suppliers are expected to include Fulton Iron Works, St. Louis, Mo., Western States Machinery Company, Hamilton, Ohio, and Bailey Meter Company, Wyckliffe, Ohio.

The project will increase the company's capacity from a current 80,000 tons annually to 180,000 tons in 1969. Total cost of the expansion program will be some $16.7 million. The Eximbank loan is repayable over 8 years beginning in July 1967.

End to wheat sales cuts U.S. exports to Eastern Europe

Approved license applications decline in second quarter

Reflecting the end of surplus wheat sales, approved export applications for Eastern European countries in second quarter 1964 fell to $27 million from the first quarter level of $334.3 million

Overall, the export license approvals for the second quarter this year compared favorably with $16.6 million in second quarter 1963.

The Commerce Department's quarterly report on export controls said that agricultural export applications approved in the second quarter amounted to $12.3 million, against the $320.1 million of the first quarter. No wheat or wheat flour licenses were issued after May 31.

The impact of the U.S. Government's decision to sell wheat and wheat flour and other surplus agricultural commodities to the Soviet Union and other countries in the Eastern European bloc figured heavily in first-half 1964 operations.

Processed agricultural applications amounted to $336.5 million, of which $332.4 million were approved and $4.1 million rejected Excluding agricultural applications, the dollar volume of license applications processed during the first half of this year was at about the same level as for first half 1963.

Approved license applications to Eastern Europe in the second quarter this year amounted to $10.8 million for the Soviet Union; Hungary, $4.1 million; Bulgaria, $1.7 million; Czechoslovakia, $3.9 million; East Germany, $3.5 million; Rumania, $2.9 million and Poland, $96,737.

In addition to agricultural goods, other principal commodities approved included crude sulphur to Rumania and Czechoslovakia; fertilizer to Rumania; herbicides, insecticides and industrial chemicals to the Soviet Union.

Export license application rejected included styrene monomer (a coal tar product) and well-logging instruments for Hungary; electronic computers for Poland and a forage wafering machine for Czechoslovakia.

Japan to purchase aircraft through Eximbank loans

Loans totalling $60.4 million have been authorized by the Export-Import Bank to help finance the purchase of 14 jet passenger planes by 2 Japanese airlines.

Included in the transaction are 4 Douglas DC-8 jets and 10 Boeing 727s. Four of the Boeing planes will be bought by All Nippon Airways, a Japanese domestic line. The other 10 aircraft will be purchased by Japan Air Lines—the 727s for domestic service and the DC-8s for international flights.

This new equipment will enable the Japanese carriers to expand their services, a requirement indicated by growth in recent years of air travel on both domestic and international lines.

Japan Air Lines' domestic travel has grown from 463 million passenger miles in the year ended March 31, 1962, to 776 million in the year ended March 31, 1964. For the same period, All Nippon Airways' business increased from 201 million to 498 million passenger miles.

Japan Air Lines' international business in this time advanced from 345 million passenger miles to 844 million.

The new loans bring to 33 the number of U.S. jet planes Eximbank has helped finance for Japan.

Food for Peace pact amended by U.S., Congo

The U.S. and the Republic of the Congo have signed an amended Food for Peace agreement to finance sale of an additional $5.2 million worth of U.S. milk and poultry for Congolese francs. This value includes certain ocean transportation costs.

The new program, which amends the Title I, Public Law 480 agreement of last April 28, will help meet consumer requirements in the Congo.

Commodity composition of the amendment is as follows:

Dry whole milk (approx. 5.1 million lb); Canned milk (approx. 4.4 million lb.); and poultry (approx. 2.6 million lb.).

The agreement provides that 15% of the francs received in payment will be set aside for U.S. uses. The remaining 85% will be made available for financing economic development projects in the Congo.

Sales will be by private U.S. traders and purchase authorizations will be announced later.

Investment Opportunities

Window manufacture sought for Nigeria

A minimum 10% equity participation and technical know-how are sought by the promoters of a $140,000 venture for manufacturing aluminum jalousie windows in Nigeria.

An application for "pioneer status" for the venture is pending with the Nigerian Ministry of Commerce and Industry. A plant site has been purchased near Ikeja in Colony Province and steel framework for construction of the factory is at the site.

Cost of the required machinery and equipment, which the promoters propose to import from the U.S., is estimated as ranging between $33,000 and $42,000. The promoters have a wide range of interests and are among the largest businessmen in the country.

At present only one company in Nigeria produces aluminum louvre windowframes, assembling them from imported components; 5 other companies make competing steel window-frames. A housing boom over the next 4 or 5 years has been forecast, especially in the Midwest region of Nigeria where regional capital and oil production facilities are being established, and a substantial market for aluminum louvre windows is anticipated.

Write: Chief T.A. Odutola, 206 Folagbade St., Ijebu-Ode, Nigeria.

PUMPS, VALVES, PISTONS

Manufacturer of dies for pressure molded parts either in zinc alloys & other light metal alloys or thermoplastic materials seeks joint venture to produce injection pumps for diesel and gasoline motors for the automotive, shipbuilding and aircraft industries; pumps, valves, and pistons for hydraulic and pneumatic processes; and units for machine tools, including precision machine tools.

Write: Belgian Consulate General, Investment Section, 50 Rockefeller Plaza, New York, N.Y., 10020.

FOODSTUFFS

Textile manufacturer with about $3 million to invest seeks license or joint venture to produce specialty foodstuffs; plastic products; pharmaceuticals, air-conditioning, central heating equipment.

Write: James Finlay and Co., Ltd., 22 W. Nile St., Glasgow, C.1., Scotland.

Joint venture proposed for Taiwan pulp mills

A substantial Taiwan corporation proposes a joint venture in construction of 2 Kraft pulp mills using both conifer and hardwood available in Taiwan.

The President of the Taiwan corporation who is also Board Chairman of the Taiwan Paper Manufacturers' Association will be in the United States from September 23 to around October 9 and will be prepared to discuss this opportunity in detail with potential investors.

Firms wishing to arrange an appointment with the visitor, **write:** Bureau of International Commerce, Office of International Investment, File 3-2621-2-H, Department of Commerce, Washington, D.C., 20230.

Argentine seeks license to build concrete silos

A firm of contracting engineers, with considerable experience in heavy construction work, wants to build prefabricated concrete silos under license of a U.S. manufacturer.

The firm, one of Argentina's most active in the field of heavy construction, foresees an increasing demand for prefabricated concrete silos as a result of the opening of bank lines of credit to the agricultural sector for essential facilities such as silos and grain elevators.

Write: Ing. Colón B. Vallebella, President, CORSAR, Corporación Sudamericana de Construcciones, 437 Lavalle, Buenos Aires, Argentina.

Austria sets time limit on flexible duty for eggs

The Austrian Government has limited the validity of its decision providing for the application of a flexible tariff rate to whole egg imports until December 31. No time limit was set originally.

The flexible tariff rate amounts to $12.16 per 100 kilos plus the difference between the import price and $36.36 per 100 kilos, if the import price is lower than the latter figure. The increased import duty must not exceed $36.48 per 100 kilos.

Indian firm proposes joint venture for power cables

Plans for manufacturing paper-insulated power-cables in India are being readied by a Calcutta manufacturing company which has been in the aluminum cable and conductor business since 1958.

The company proposes a joint venture with U.S. power-cable maker in a position to provide technical know-how as well as participate financially in the proposed $3,150,000 venture.

The proposed plant, which would be located near Calcutta, would have a capacity to produce 1,000 miles of cable a year. The requisite industrial license from the Government of India can be obtained, according to the company. During the year ended March 1964, India imported 1,208 miles of paper-insulated cables valued at $5.3 million.

Write: Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, File No. 4-3357-9H. Detailed information in the form of an investment data sheet is available.

TOOLS, MACHINES

Manufacturer of flexible shaft machine tools, triplex and special polishing devices for polishing holes, small tools for portable power tools, grinding wheels, abrasives, brushes, cutters, and rubberized polishing wheels, seeks U.S. licensing rights on similar types of tools, machines.

Write: La Francaise Metallurgie, 122 Blvd. Richard Lenoir, Paris 9, France.

FILLERS

License sought to produce fillers for the rubber industry (gas, carbon black, accelerating, (reinforcing fillers), raw materials for lacquer, varnish industry (solvents pigments, fillers, artificial resin, auxiliaries).

Write: Zinkweiss-Handelsgesellscahft, mbH, Postfach 622, 42 Oberhausen, Germany.

TEXILE MACHINERY

Manufacturer of textile machinery seeks arrangement with U.S. firm for manufacture in Switzerland of machinery for the textile industry, dye-works, as well general engineering equipment up to total weight of 10 tons.

Write: Jakob Jeaggli & Cie, 146 Romerstrasse, 8404 Winterthur, Switzerland.

Prequalification bids on $11-million, 9-mile road invited by Finland

The Finnish National Board of Public Roads & Highways invites contractors to submit their prequalification data and documents for international competitive bidding on about 9 miles of highway which links Gumbole and Veikkola. Estimated cost of the project is $11 million.

Prequalification submission date is Oct. 26. Specifications will be made available to approved contractors in Jan., thereafter allowing 30 to 60 days for submission of tenders.

Prospective contractors who want to inspect the site are advised to do so by late Oct. before snow covers the ground.

A copy of prequalification instructions are available for review only from: Building Materials and Construction Industries Division, Rm. 4012, BDSA-306, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Mozambique firm wants pineapple canning plant

Krueger (Moc.), Lda., Rua Araujo, 33, Lourenco Marques, Mozambique, requests cif quotations Lourenco Marques, including a 15% commission for the following equipment and machinery:

Machinery for making cans and tins in standard sizes such as those normally used for exporting pineapple; a reception and washing station to accomodate a factory with a capacity of 18,000 tons or more; Transport equipment; peeling and cleaning equipment; equipment for cutting pineapple and filling cans; autoclave cooking equipment with consecutive filling of tins or cans; juice concentration or utilization equipment for making crushed or chunk pineapple. Electric current available is 220/380 V, 50 C. p.s., 3 phase.

A World Trade Directory Report dated Oct. 30, 1962 furnishing background information on the firm is available for $1 from the Commercial Intelligence Division, BIC, Department of Commerce, Washington, D.C. 20230.

Colombia requests bids on water diversion project

The Empresas Publicas de Medellin, Colombian municipal government branch which administers public utilities, is inviting bids on construction of a dam. This water diversion project on the Rionegro River is being financed by the Inter-American Bank; estimated cost of the work is about $300,000.

Work on the project involves about 52,000 cubic yd. of excavation, 39,000 cubic yd. of embankment and the use of 6,000 cubic yd. of concrete.

Bid deadline is Nov. 6.

Specifications and bid forms are obtainable for $30 per copy from: Empresas Publicas de Medellin, Oficina 502, Medellin, Colombia.

Let the embassy help

To insure the strongest possible support for the sale of U.S. goods or services relating to trade opportunities published in these pages, it is suggested that:

U.S. firms submitting bids on government tenders, or other trade opportunities, notify the U.S. Commercial Attaché in the country concerned of their intention to bid.

Names and addresses of all U.S. commercial officers may be obtained at any Department of Commerce Field Office.

Bids invited for highway resurfacing in Mozambique

The office of the Director of Public Works and Transports, P.O. Box 268, Lourenco Marques, invites bids for asphalting highway approaches and resurfacing a highway section between Quelimane and Namacurra on National Highway No. 7 .

An estimated U.S. $90,789 is the minimum bid basis and the tender number is the notice of Aug. 18. Bid deadline is 10 a.m., Oct. 7. Bidders' correspondence is preferred in Portuguese.

The bidding program, specifications and blue prints are available at the Administrative Office of the above-mentioned office and location, or at the office of the District Director of Public Works and Transport in Quelimane during office hours.

Morocco to buy transmitters

The Director of the Radiodiffusion Television Marocaine, 1 Rue Pierre Parent, Rabat, has issued tender No. ST/HF/94/64 which calls for 2 medium-frequency transmitters, 50 and 20 KW (lots 1 and 2, respectively), spare parts and tubes.

Bidders should offer separate bids for each lot. Bid deadline is Oct. 26.

Specifications are in French. A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

Radio telephone system planned by New Zealand

The New Zealand Post Office has issued tender No. GPO 157/149 for the supply of a multi-channel radio telephone system.

Bid deadline is Oct. 30.

Specifications and drawings may be seen in the office of the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. 20036. Telephone: 202-FE 8-8820.

Iraq offers tender for surgical, medical and laboratory equipment

Iraq is offering tender No. 46/44 which calls for 219 items, in various sizes and quantities, of surgical, medical and laboratory equipment. Some of the items wanted are:

Artery forceps, suture clips, scalpel blades, scissors, suture needles, adhesive plaster, retinoscopy lamps, corneal loupe, catheters, rubber sheeting, test tubes.

Bid deadline is Nov. 19.

Terms and specifications are available from the Central Purchasing Board, Ministry of Finance, Baghdad, against payment or $14 (ID 5) per copy, plus 70¢ to cover airmailing charges from Baghdad.

U.S. firms may bid directly without purchasing tender documents. Tender conditions require either a cash deposit or bank guarantee issued by one of the licensed banks of Iraq.

A copy of the terms and specifications is available for inspection at the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230.

SHAPE needs lounge chairs

The Purchasing & Contracting Officer, Supreme Headquarters Allied Powers Europe (SHAPE), has issued an invitation to bid for 40 to 60 lounge chairs.

Specifications call for the chairs to be of square or tubular metal construction with padding of latex foam, with springs or strap suspension and covered with tobacco colored heavy duty plastic. The overall size is to be 75 cm wide, 71 cm high and 80 cm deep with the seat 50 cm wide and 54 cm deep and the arms 12 cm wide.

Closing date for submission of bids is Sept. 28.

A copy of the Invitation to Bid (No. 54-64) is available on loan to U.S. firms. Contact the Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230.

Burma issues tender for 1.5V dry cell batteries

The People's Stores Corp., Rangoon has invited bids on tender No. 1/EL (P) 64/65 for the supply of 3,600,000 dry cell batteries (1.5V).

Bids should be submitted to the Secretary (1), People's Stores Corp., c/o Foreign Office, Rangoon no later than 4 p.m. Oct. 15.

Copies of the tender are available to firms located in the U.S. from Consumer Durables Division, BDSA-307, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5345.

UAR extends bid deadline

The Inspector General, Mechanical & Electrical Engineering Dept. of the Egyptian Railways, Cairo, has extended the bid deadline for fifty 40-ton bogie goods brake vans from Sept. 5 to Oct. 5. (INTERNATIONAL COMMERCE, Aug. 31, p. 32).

SSB installation planned for Southern Rhodesia

The Controller of Stores & Equipment has issued tender No. GPO 2113 for the supply of 2 100-500-watt base transmitters and receivers, and between 12 and 20 60-100-watt outstation transmitters and receivers.

Bid deadline is Oct. 8.

Copies of the tender are available from the Controller of Stores & Equipment, P.O. Box 8048, Causeway, Southern Rhodesia.

A copy of the tender is also available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

India extends bid deadline

The Chief Engineer, Andra Pradesh Electricity Board, has announced the extension of Specification No. APT-7/64 covering 2-65 Mva, 13.8/231 Kv; 2-6 Mva, 13.8/3.45 Kv and 4-500 Kva, 3.3/.420 Kv transformers from Aug. 3 to Sept. 29. (INTERNATIONAL COMMERCE, July 20, p. 36).

Tenders are available from the Superintending Engineer, 10.2.3 A.C. Guards, Hyderabad 4, (A.P.) India upon a nonrefundable payment of $11.55 per copy.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 41st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3777.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3380.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington. D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

195 Small Arms

FRANCE—Guns, rifles; direct purchase and agency. Alfred Dolhats (importer, dealer), 79 Rue Lafayette, Paris 9e. WTD 7/29/64.

PORTUGAL—Sporting rifles, shotguns, air rifles, sportsmen's fishing tackle, skin diver equipment. Ferreira & Cia. (also known as A Coutada) (importer, wholesaler, retailer), 8, Praca da Figueira, Lisbon 2, WTD 10/11/63.

201 Meat Products

BRITISH GUIANA—Barreled pickled beef, pork products. C. E. Henriques (importer, commission agent), 24 Main St., Georgetown. WTD 8/14/64.

HONG KONG—Urgently requires U.S. meat packers provide prices wholesale lots choice, prime and good pre-cut beef steaks and roasts. The Asia Co., 14-24 King Wah Rd., North Point, Hong Kong. WTD 3/28/62.

202 Dairy Products

● **BURMA**—Skim milk powder, 128 tons, packing in 28 lb. tins or 56 lb. bags. Tender No. 48/P-16/64-65, bid deadline Oct. 9. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202 WO 7-4794).

203 Canning, Preserving Food

FRANCE—Sea food products: lobsters, shell fishes, crawfishes; fresh or frozen; direct purchase and agency. Jean Louis Robain (importer, dealer), 26 Ave. Charles Bemont, Croissy-sur-Seine (Seine & Oise). WTD 8/4/64.

TRINIDAD, W.I.—Vegetables, fruits in institutional packs for hotel and restaurant trade; requests replies from U.S. manufacturers; direct purchase and agency. Anthony A. Pantin & Co., Ltd. (wholesaler, retailer, importer), 23/25 Philip St., Port of Spain. WTD 8/6/64.

204 Grain Mill Products

MOZAMBIQUE—Wheat flour, vitamin enriched, pre-sifted, all purpose; in multiwall paper bags or corrugated cartons. Direct purchase and exclusive agency. J. C. Megalhaes & Sousa Dias, Lda. (importer, retailer, manufacturers' representative), Ave. da Republica 86 or P.O. Box 184, Lourenco Marques. WTD 8/14/64.

PORTUGAL—Alfalfa meal, soy bean meal for animal nutrition. Estevan De Luna Amado (importer, wholesaler, sales agent), 48-2°. Frente, Rua Augusta, Lisbon 2. WTD 8/21/64.

209 Food Preparations

AUSTRALIA—Safflower oil. Food Oils Pty. Ltd. (importer, sales agent, wholesaler, manufacturer), 203-209 Thomas St., Sydney. WTD 2/25/64.

● **BURMA**—Tallow, inedible, 3600 tons. Tender No. 49/P-16/64-65, bid deadline Oct. 9. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202 WO 7-4794).

220 Textile Mill Products

★★ CENTRAL AMERICA—Trade Mission

Cotton, nylon dress materials. Marta Perdomo de Yaquian, Almacen Carmel, 6a. Ave. 9-17, Zona 1, Guatemala City, Guatemala. WTD 7/29/64. TM 54.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Printed and plain cotton textiles. Mark Learner Pty. Ltd. (importer, wholesaler), 308a Flinders Lane, Melbourne, C.1, Victoria. WTD 5/8/64.

TRINIDAD, W.I.—Drapery fabrics-cotton; requests replies from U.S. manufacturers; direct purchase and agency. Ackbarali's Bargain Store (wholesaler, retailer), 11 Saddle Rd., San Juan. WTD 8/17/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRALIA—Acetate and rayon summer fabric piece goods, preferably satin or silk back, some slab on surface, width 45". Abriel Pty. Ltd. (importer, wholesaler), Grace Bros. Bldg., Broadway, Sydney. WTD 8/21/64.

Printed and plain rayon textiles. Mark Learner Pty. Ltd. (importer, wholesaler), 308a Flinders Lane, Melbourne, C.1., Victoria. WTD 5/8/64.

BRITISH GUIANA—Low and medium-priced acetate rayon piece goods. Requests replies from manufacturers. J. W. Potter & Co. (commission merchant, agent), 29 Main St., Georgetown. WTD 8/14/64.

IRAN—Nylon filaments (nylon fibers). Sherkat Sahami Tosaeh Sanayeh Daru (importing firm), (Pharmaceutical Industries Development Inc.,) 4th Floor, Aluminum Bldg., Shah Ave., Tehran. WTD 7/29/64.

TRINIDAD, W. I.—Drapery fabrics, rayon; requests replies from U.S. manufacturers; direct purchase and agency. Ackbarali's Bargain Store (wholesaler, retailer, importer), 11 Saddle Rd., San Juan. WTD 8/17/64.

225 Knitting Mills, Products

BRITISH GUIANA—Knit suitings. Requests replies from manufacturers. C. E. Henriques (importer, commission agent), 24 Main St., Georgetown. WTD 8/14/64.

FRANCE—Pullovers for teen-agers, wool, man-made fibers, cotton, smart and sport designs. Societe Marie-Louise (importer, dealer), 52 Ave des Champs Elysees, Paris 8e. WTD 7/1/64.

229 Textile Goods

AUSTRIA—Impregnated wiping cloth for spectacles which prevents lenses from fogging under conditions of changing temperature; requests replies in German; direct purchase and agency. Friedrich Wansche (wholesaler, agent, importer), Schoenborngasse 9, Vienna VIII. WTD 4/6/64.

SWITZERLAND—Synthetic fabrics for manufacturing quilts. Elwa A.G., (importer, manufacturer), 6 Richard Wagnerstrasse, 8002 Zurich. WTD 7/27/64.

233 Women's Misses', Juniors' Outerwear

NETHERLANDS—Women's and girls' jeans made of denim and stretch denim. Direct purchase and/or agency. N.V. Confectiebedrijf Stoppelman-Pantalux, (importing distributor, sales agent), 16 Weesperzijde, Amsterdam. WTD 8/4/64.

239 Apparel, Accessories

CHILE—Men's belts, ties, gloves, cuff links, other similar products. "Juvens Ltda" S.C.e. I. (manufacturer, retailer), Huerfanos 1034, Santiago. WTD 8/20/64.

242 Sawmills, Planning Mills

ITALY—Lumber in general. Legnami San Giorgio di Fratelli Vigna-De Ambrosis & Marengo S.n.c., 14/14 Via Venti Settembre, Genova. WTD 7/30/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

AUSTRALIA—Wood veneer pieces of Douglas fir or Port Orford cedar, in varying lengths of up to approx. 16", standard width and thickness, i.e. $5^{25}/_{32}$" by .025", horizontal grain, to be supplied either untreated or treated, to remove wood acids, alcohols, resins, metal impurities. Oldham & Son (Aust.) Pty. Ltd. (importer, exporter, manufacturer), 51 Hotham Parade, Artarmon, N.S.W. WTD 8/21/64.

251 Household Furniture

TRINIDAD, W.I.—Household furniture, metal and wood; requests replies from U.S. manufacturers; direct purchase and agency. George Ho. & Co. (wholesaler, retailer, importer, manufacturer), 14 High Street, San Fernando. WTD 8/20/64.

259 Furniture, Fixtures

★★ CENTRAL AMERICA—Trade Mission

Furniture for dress manufacturer. Narta Perdomo de Yaquian, 6a. Ave. 9-17, Zona 1, Guatemala City, Guatemala. WTD 7/29/64. TM 55.

264 Converted Paper, Paperboard Products

SOUTH AFRICA—Wallpaper: unpasted, prepasted; washable, others; standard widths; modern and period designs. Direct purchase and agency; requests replies from manufacturers only Altman Bros. (Pty.) Ltd. (importing distributor), 59-63 Sir Lowry Rd., Cape Town. WTD 3/17/64.

273 Books

JAPAN—Music books. Y. Adachi & Co., Ltd. (export, import), 69, 2-chome, Funatsuki-cho, Kita-ku, Nagoya. WTD 8/27/64.

277 Greeting Card Manufacturing

BRITISH GUIANA—Greeting cards, all types and descriptions. Requests replies from manufacturers. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

278 Bookbinding Industries

● **BURMA**—2,900,000 exercise books. Tender No. PSO(21)64-65/3, bid deadline Sept. 30, 4 pm. The General Manager, People's Stores Corp., Printed Matter, Stationery & Office Equipment, 181/189 Sule Pogoda Rd., Rangoon. Cable address: INNWA, Rangoon.★ (Telephone: 202-WO 7-4115).

280 Chemicals

NETHERLANDS—Aniline dyes, specialties for textile industry. Direct purchase and agency. Requests replies from manufacturers only with samples and sample color sheets, c.i.f. prices, technical details. Chemische Fabriek Triade (importer, wholesaler, manufacturers, exporter, agent), 33 Prins Hendrikstraat, Naaldwijk. WTD 7/10/64.

TRINIDAD, W.I.—Chemical cleaning and polishing compounds for automobiles; paints for automobiles. Requests replies from U.S. manufacturers; direct purchase and agency. Sterling Service (Battoo Bros.) Ltd. (retailer, importer), 70 Sackville St., Port of Spain. WTD 8/7/64.

281 Industrial Chemicals

● **BURMA**—Chemicals for pharmaceutical industry, in various quantities. Tender No. 480/64, bid deadline Sept. 28. The General Manager, The Burma Pharmaceutical Industry, P.O. Box No. 416, Rangoon.★ (Telephone: 202-WO 7-2090).

FRANCE—Ammonia phosphate, superphosphoric acid; direct purchase and agency. Societe des Engrais de Roubaix (manufacturer, importer, dealer), 16 Ave. Hoche, Paris 8e. WTD 7/29/64.

Basic chemicals for pharmaceutical, perfume, cosmetics, food industries; direct purchase and agency. Unipart (importer, dealer), 14 Rue de Marignan, Paris. WTD 8/7/64.

INDIA—30-40 metric tons acetone. Aims Oxygen Private Ltd., (manufacturer), Padra Rd., Baroda 5, (Gujarat State). WTD 8/26/64.

THAILAND—Caustic soda in flake form; refined sulphur in rolls and lumps, acetic acid (synthetic), boric acid. Chin Huay Co. Ltd. (importer, manufacturer), 1650-52 Krungkasem Rd., Bangkok. WTD 8/24/64.

282 Synthetic Materials

IRAN—Viscose rayon yarns; quotations c.i.f. Khowamshahr. Sherkat Sahami Tosaeh Sanayeh Daru (importing firm), (Pharmaceutical Industies Development Inc.), 4th Floor, Aluminum Bldg., Shah Ave., Tehran. WTD 7/29/64.

ITALY—Synthetic rubber and crude rubber for manufacture of skin diving equipment and tire recapping. Gommificio La Ligure di Angelo Brignole (manufacturer, importer), 23 Via Cesare Battisti, Chiavari (Genova). WTD 7/31/64.

NETHERLANDS—Plastic film, polyethylene film, artificial leather, expanded vinyl, reinforced plastic fibres. Manufacturers only. Direct purchase and agency. Handelsonderneming Ph. Taminiau, (importing distributor, sales agent), 923 Prinsengracht, Amsterdam. WTD 8/6/64.

283 Drugs

AUSTRALIA—New products and developments in local or surface anaesthetics for dental or medical use; direct purchase and agency. J. L. Brown & Co. Pty. Ltd. (importer, wholesaler, manufacturer), 19 St. James St., Melbourne, C.1., Victoria. WTD 5/8/64.

★★ CENTRAL AMERICA—Trade Mission

Pharmaceutical products, ethical and patent; requests replies in Spanish. Import distributorship. Uriel Castillo, Cia. Farmex, Aptdo. 576, San Jose, Costa Rica. WTD 8/18/64. TM 82.

PAKISTAN—Vitamins A (6800 million international units annually) and D_2 (5440 million international units annually) for vitaminizing vegetable ghee (cooking medium). The Punjab Vegetable Ghee & General Mills Ltd. (manufacturer), 23 The Mall, Lahore. WTD 4/29/64.

285 Paints, Varnishes, Lacquers, Enamels

BRITISH GUIANA—Aerosol paints. Requests replies from manufacturers. Direct purchase and agency. Raymans Drug Store, (importer, commission agent, manufacturers), 302 Church & East St., Georgetown. WTD 8/14/64.

★★ CENTRAL AMERICA—Trade Mission

Rubber base masonry paint, information on application methods. Import distributorship. Jorge Sittenfeld, Urruela, Sittenfeld, Whitbeck y Cia., Ltda. (importer, contractor), 1 Calle 6-62, Zona 9, Guatemala City, Guatemala. WTD 3/26/64. TM 20.

287 Agricultural Chemicals

BRITISH GUIANA—Insecticides, all types. Requests replies from manufacturers. Direct purchase and agency. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

FRANCE—Ammonia nitrate, sulfate, concentrated superphosphates; direct purchase and agency. Les Engrais Organiques de l'Ouest, (manufacturer), 34 Rue du Marechal Foch, Cholet, Maine & Loire. WTD 8/7/64.

Superphosphates, phosphates, concentrated ammoniated fertilizers, nitrogenous fertilizers, potassium fertilizers, soda nitrate, nitrogenous organic products, potassium chloride; granulated mixed fertilizers; direct purchase and agency. Produits Aminex (manufacturer), Rue Michelet, Noyon (Oise) WTD 7/29/64.

Fertilizers and basic chemicals for fertilizers; direct purchase and agency. Societe Commerciale Augustin Legay (importer, dealer), 34 Bld. Malesherbes, Paris 8e. WTD 7/29/64.

289 Chemical Products

FRANCE—Industrial water purifiers. Direct purchase and agency. Sodilav-Societe de Diffusion de Materiel de Laveries (wholesaler), 40 Rue de Bruxelles, Paris 9e. WTD 7/29/64.

301 Tires, Inner Tubes

TRINIDAD, W.I.—Tires for passenger cars; requests replies from U.S. manufacturers and/or suppliers; direct purchase and agency. Sterling Service (Battoo Bros.) Ltd. (retailer, importer), 70 Sackville St., Port of Spain. WTD 8/7/64.

306 Fabricated Rubber Products

● **INDIA**—Ebonite sheets, 14,100 Kgs., sizes 0.500" x 1½' to 2' x 3'. Tender No. PE: 43336/SPC, bid deadline Oct. 9. The Purchase Officer, Indian Telephone Industries Ltd., Dooravaninagar, Bangalore 16, Mysore.★ (Telephone: 202-WO 7-3381).

TRINIDAD, W.I.—Hoses, mats, automotive, rubber; requests replies from U.S. manufacturers; direct purchase and agency. Sterling Service (Battoo Bros.) Ltd. (retailer, importer), 70 Sackville St., Port of Spain. WTD 8/7/64.

307 Plastic Products

BRITISH GUIANA—Low and medium priced kitchenware. Requests replies from manufacturers. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

FRANCE—Plastic houseware and kitchenware; direct purchase and agency. Roger Kurtz (importer, dealer), Chemin de Larreguy, Biarritz (Basses Pyrenees). WTD 7/29/64.

Plastic flasks; caps for plastic flasks (plastic, polyethylene, bakelite); direct purchase and agency. Ets. Grussen-Capco (importer, dealer, manufacturer), 79 Rue du Faubourg St-Martin, Paris 10e. WTD 8/10/64.

311 Leather Tanning, Finishing

FRANCE—Leather for manufacturing handbags, portfolios; direct purchase and agency. Anc. Ets. Alexandre (importer, dealer), 10 Rue du Chateau d'Eau, Paris 10e. WTD 7/29/64.

317 Handbags

TRINIDAD, W.I.—Women's handbags, all kinds except leather; requests replies from U.S. manufacturers; direct purchase and agency. Ackbarali's Bargain Store (wholesaler, retailer, importer), 11 Saddle Rd., San Juan. WTD 8/17/64.

322 Glass, Glassware

BRITISH GUIANA—Low and medium priced domestic and fancy glassware. Requests replies from manufacturers. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

325 Structural Clay Products

● **INDIA**—20,000 acid proof light fire clay bricks for chimney lining, and 5,000 kg. acid proof mortar having the same quality, as per drawing and detailed specifications. Tender No. 21/P&P, bid deadline Sept. 28. Tender documents available for $2.10 (not refundable) from India Supply Mission (Ref. D/ENQ/1264), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

331 Steel Mill Products

GERMANY—Galvanized steel strip (Sendzimir process), 125 mm x 1 mm, endless in coils. Price quotations cif European ports. Rolladenwerk Gebr. Effertz (importer, manufacturer), 78/82 Am Gerstacker, 407 Rheydt. WTD 7/29/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Hard drawn copper wire (500 lb.), copper strip 1" x ⅛" (800 ft.), twin wire screened cable (2,500 yd.), RG 17U low loss coaxial cable (500 yd.), 50 ohms coaxial cable (500 yd.), 45 ohms coaxial cable (500 yd.) Bid deadline not indicated; tender No. (PYA) 2-2A-NA-64. Chief Signal Officer, Dept. of Civil Aviation, P.O. Box No. 536, Rangoon.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

BRITISH GUIANA—Medium-priced razor blades. Requests replies from manufacturers. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

FRANCE—Household hardware; direct purchase and agency. Ets. Grimmeissen (importer, dealer), 5 Grand-Rue, Strasbourg (Bas-Rhine). WTD 7/20/64.

● **INDIA**—Varying sizes, types, quantities of pliers. Tender No. PE:40559/SPC, bid deadline Oct. 2. The Purchase Officer, Indian Telephone Industries Ltd., Dooravaninagar, Bangalore 16, Mysore.★ (Telephone: 202-WO 7-5589).

SOUTH AFRICA—Good quality decorative cabinet fittings; unusual designs desired; direct purchase and agency; requests replies from manufacturers only. Altman Bros. (Pty.) Ltd. (importing distributor), 59-63 Sir Lowry Rd., Cape Town. WTD 3/17/64.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Gas water heaters, semi-industrial; direct purchase and agency. Sodilav—Societe de Diffusion de Materiel de Laveries (wholesaler), 40 Rue de Bruxelles, Paris 9e. WTD 7/29/64.

NETHERLANDS—Natural gas-fired space heaters; flexible connectors for natural gas appliances and equipment; natural gas cocks with loaded spring and closed bottom; natural gas-fired water heaters with copper tank, or steel tank with copper innercoating. Direct purchase and agency. Not interested in used commodities. Requests replies from manufacturers only; cif Rotterdam. Elektro-Thos, (importer, wholesaler, exporter), P.O.B. 87, or 72 Talmastraat, Rotterdam-4. WTD 7/15/64.

344 Fabricated Structural Metal Products

★★ CENTRAL AMERICA—Trade Mission

Heat & steam generating equipment; desires import distributorship. Eduardo Prado, Importadora Mundial, S.A. (import agent, wholesaler), 7 Av. 9-89, Zona 1, Guatemala City, Guatemala. WTD 10/29/63. TM 22.

INDIA—Gas cylinders. Aims Oxygen Private Ltd. (manufacturer), Padra Rd., Baroda 5, Gujarat State. WTD 8/26/64.

● **IRAQ**—Supply and erection of 2 tanks for storage of crude oil, each tank to have minimum capacity of one million imperial gallons, vertical, cylindrical type of appropriate diameter and height dimensions, floating roof, constructed in accordance with API or B.S. standards, latest revision, also all connections, valves. Tender No. 37/64, bid deadline Oct. 16. Government Oil Refineries Administration, GORA, Baghdad.★ (Telephone: 202-WO 7-4242).

345 Screw Machine Products

● **BURMA**—Various quantities of pan head rivets and galvanized ship deck bolts. Tender No. 2/05/64-65 (D), bid deadline Oct. 16. People's Stores Corp., Construction Stores Division, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

346 Metal Stampings

BRITISH GUIANA—Low and medium priced kitchen utensils. Requests replies from manufacturers. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

348 Fabricated Wire Products

● **BURMA**—Varying lengths of short link mooring chain with shackles. Tender No. Vehicle/8/OTE/44/64, bid deadline Oct. 12. The Secretary, People's Stores Corp., Motor Vehicle & Other Transport Equipment Division, 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-5589).

349 Fabricated Metal Products

★★ CENTRAL AMERICA—Trade Mission

Industrial hot water return systems. Import distributorship. Eduardo Prado, Importadora Mundial, S.A. (import agent, wholesaler), 7 Av. 9-89, Zona 1, Guatemala City, Guatemala. WTD 10/29/63. TM 23.

352 Farm Machinery

CHILE—Replacement and repair parts for all types of agricultural machinery and equipment; exclusive agency and direct purchase. Importadora Leon Kaplun S.A.C. (importer, wholesaler), Arturo Prat 179, Casilla 4180, Santiago. WTD 8/25/64.

SWITZERLAND—Garden machines, particularly modern garden tools and equipment, snow plows; direct purchase and agency. A. Stauber, (importer, manufacturers' representative), Postfach, 8803 Ruschlikon. WTD 7/16/64.

TRINIDAD, W.I.—Domestic lawn mowers; requests replies from U.S. manufacturers; direct purchase and agency. Scott Furnishing Co., Ltd. (wholesaler, retailer, agent), 30 Park St., Port of Spain. (P.O. Box 320). WTD 10/7/63.

353 Construction Machinery

★★ CENTRAL AMERICA—Trade Mission

New or used rock grinding mills, capacity 1-2 tons, to handle fineness of 325 mesh, complete with dust collectors, separators, flash drying equipment. Pulverizadora Guamilco, S.A. (producer), 11 Calle 4-52, Zona 1, Apt. 3, Guatemala City, Guatemala. WTD 7/31/64. TM 47.

FRANCE—Mechanical shovels, motorized scrapers. L'Equipement Mecanique (manufacturer), 49 Bld. Pereire, Paris 17e. WTD 8/7/64.

Motorscrapers, caterpillars, for road building. Societe Generale d'Entreprise, 56 Rue du Faubourg St-Honore, Paris 8e. WTD 7/17/64.

Public works machines, equipment: cranes, shovels. Societe des Grands Travaux de Marseille, 25 Rue de Courcelles, Paris 8e. WTD 7/16/64.

● **GREECE**—7 electric, operator riding, fork lifts; 7 electric fork lifts and; 7 hand-operated fork lifts. Tender No. B/567/64, bid deadline Oct. 1, Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5589).

GUINEA—Tractors, 130-180 hp., log loading vehicles; two axle and automatic timber lifts; leveler or grader with spare parts; requests replies in French. Usine de Sciage et de Contreplaques, chez M. Barry Baba, le Ministere du Developpement Economique, Conakry, Republique de Guinee, (Ouest Afrique).

354 Metalworking Machinery

★★ CENTRAL AMERICA—Trade Mission

Punch press, press break drill press, counter sinking equipment; technical advice needed on manufacture of building hardware. Rony Berkowitz, Isidoro Berkowitz y Cia, Ltda. Sucs., 7a. Ave. No. 8-31, Zona 1, Guatemala City, Guatemala. WTD 7/31/64. TM 48.

FRANCE—Small machine-tools; direct purchase and agency. G. Poirier (contractor), 26 Rue Copreau, Paris 15e. WTD 7/29/64.

● **INDIA**—Vertical honing machine, 32 mm min. dia., 200 mm max. dia., max. length 370 mm. Tender No. SWP-7/5061/040-A/III, bid deadline Oct. 20. Hydraulic universal tool and cutting grinder, 12" dia., 28" length with universal head, 31¾" with left hand footstock. Tender No. SWP/15269-N/III, bid deadline Oct. 21. Hydraulic surface grinder, 200 mm x 600 mm table, 700 mm longitudinal traverse, 400 mm max. height to be ground. Tender No. SWP-7/1145-R/III, bid deadline Oct. 22. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents may be purchased or reviewed at India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. ISM Ref. No. D/ENQ/1263-1266-1260. Purchase price is $1.05 each.

SOUTH AFRICA—Local manufacturers and suppliers to the South African automobile industry seek an opportunity to manufacture, distribute, or serve as sales agents for special service tools or any other product in engineering field. Grundy, Longland (Pty.) Ltd. P.O. Box 2036, Port Elizabeth. WTD 8/21/64.

355 Special Industry Machinery

AUSTRALIA—Plastic printing plates for lithographic and printing trade; direct purchase and agency. Press Etchings Pty. Ltd. (manufacturer, wholesaler), 18 Little Edward St. Brisbane, Queensland. WTD 8/25/64.

BRITISH GUIANA—Machinery for manufacturing polythene bags. Requests replies from manufacturers. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

★★ CENTRAL AMERICA—Trade Mission

Plastic bottle blow molding machine to make 200-400 bottles per hour, 2 to 8 oz. sizes. Alvaro Batalla, Quimaco Ltda., Aptdo. 463, San Jose, Costa Rica. WTD 8/24/64. TM 77.

Quills, cops for weaving and knitting, made of plastic compositions or fibre or fibre glass; harness, reeds, shuttles, general knitting and weaving mill supplies. Bernard Eichen Exportadora Agricola, 22, Ave. 3-44, Zona 15, Guatemala City, Guatemala. WTD 7/30/64. TM 59.

Shelf oven for small bakery. Pasteleria Bohemia, 17 Ave. 68-54, Zona 12, Guatemala City, Guatemala. WTD 7/31/64. TM 45.

Winding machines for electrical purposes (wire winding). Anc. Ets. Emile Joly (importer, dealer, agent), 219 Rue de la Croix-Nivert, Paris 15e. WTD 7/30/64.

Packaging machines for all kinds of products; direct purchase and agency. Deroide & Chaudat (importer, dealer), 29 Bis Rue Princesse, Lille (Nord). WTD 8/5/64.

GUINEA—Timber cutting saws, hand and gasoline powered; requests replies in French. Usine de Sciage et de Contreplaques, chez M. Barry Baba, le Ministere du Developpement Economique, Conakry, Republique de Guinee, (Ouest Afrique).

INDIA—Foundry machinery and equipment. A copy of list of machinery desired is available on loan basis from: Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Eastern Equipment & Sales Ltd. (importer), 24-B Park St., Calcutta 16. WTD 3/3/64.

● **INDIA**—One monotype, super caster, 2 hand fed cylinder printing machines. Tender No. SMH-5/474/2A/V/64, bid deadline Oct. 27. Tenders available for $2.10 each from India Supply Mission, (Ref. D/ENQ/1249) 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-5589).

● **THAILAND**—One printing machine, capacity 400,000 sheets of 5 lottery tickets in 4, 7-hour days, 4 colors. Bid deadline Nov. 10. The Government Lottery Bureau, Chakrapong Rd., Bangkok.★ (Telephone: 202-WO 7-5589).

TRINIDAD, W.I.—Woodworking machinery for manufacturing household furniture; requests replies from U.S. manufacturers; direct purchase and agency. Albert Farah & Co., Ltd. (wholesaler, retailer, importer, exporter, manufacturer), 33 High St., San Fernando. WTD 8/10/64.

TURKEY—Complete match manufacturing plant. Turkay Endustri ve Ticaret A. S., (manufacturer), Çayirbaşi Sokak No. 1, Istinye, Istanbul. WTD 12/12/63 on koc Ticaret A.S.

356 General Industrial Machinery

★★ CENTRAL AMERICA—Trade Mission

Oven for enameling metal for stoves, refrigerators, kitchen utensils; requests replies in Spanish. Jose A. Morice, Sociedad Industrial Metalurgica Ltda. (manufacturer), P. O. Box 1470, San Jose, Costa Rica. WTD 8/29/64. TM 81.

FRANCE—Packaging machines for all kinds of products. Direct purchase and agency. Deroide & Chaudat (importer, dealer), 29 Bis Rue Princesse, Lille (Nord). WTD 8/5/64.

● **IRAQ**—4 2,000-gallons per hour diaphragm pumps, 20 foot head, 20 foot suction lift. Tender No. 120-64, bid deadline Oct. 15. Iraqi Ports Administration, Basra. ★ (Telephone: 202-WO 7-5589).

ITALY—Miscellaneous industrial equipment. Direct purchase and agency. Fernando Galli (importer, wholesaler), 5/3 Via Bartolomeo Bosco, Genova. WTD 7/28/64.

SOUTH AFRICA—Sheet metal working equipment: folders, rolls, press brakes, power and foot operated shears, eccentric presses. Prices must be competitive with foreign manufacturers. W. D. Hearn & Co. (Pty.) Ltd. (importing distributor), P.O. Box 2926, Cape Town. WTD 8/10/64.

357 Office, Computing Machines

● **BURMA**—1500 sets of portable platform weighing scales. Tender No. 665/236/MCHY: 1/64, bid deadline Oct. 21. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon. Cable address: Govstores.★ (Telephone: 202-WO 7-2939).

5750 Burmese-type and 1095 English-type typewriters. Tender No. PSO(21)64-65/1, bid deadline Sept. 30. The General Manager, People's Stores Corp., Printed Matters, Stationery & Office Equipment, 181/189 Sule Pagoda Rd., Rangoon. Cable address: INNWA, Rangoon.★ (Telephone: 202-WO 7-2939).

FRANCE—Electronic typewriter transcribing directly into print; direct purchase and agency. Louis Carle (manufacturer), 3 Rue Jacquemont, Paris 17e. WTD 7/17/64.

Office machines; typewriters, calculating machines; direct purchase and agency. Grog & Cie (importer, dealer), 37 Ave. Georges V, Paris 8e. WTD 8/11/64.

358 Service Industry Machines

★★ CENTRAL AMERICA—Trade Mission

Industrial air conditioning, humidifying

equipment; industrial water softening systems. Import distributorship. Eduardo Prado, Importadora Mundial, S.A. (import agent, wholesaler), 7 Av. 9-89, Zona 1, Guatemala City, Guatemala. WTD 10/29/63. TM 21.

FRANCE—Cleansing equipment for swimming pools. Gilliam Continental (importer, dealer), 75 Rue Saint-Lazare, Paris 9e. WTD 7/31/64.

Industrial refrigerating, ice-making and air-conditioning equipment. Applications Thermiques & Frigorifiques (manufacturer), 12 Rue de la Grange Bateliere, Paris 9e. WTD 7/31/64.

SOUTH AFRICA—Air-conditioning units for household use—220 v., 50 cycles. Victoria Furniture Mart (Pty.) Ltd. (importer, retailer), P.O. Box 186, Durban, Natal. WTD 8/18/64.

TRINIDAD, W.I.—Electric floor polishing machines for domestic use; requests replies from U.S. manufacturers; direct purchase and agency. Scott Furnishing Co., Ltd. (Wholesaler, retailer, agent), 30 Park St., Port of Spain. (P.O. Box 320). WTD 10/7/63.

Ironers for laundry, flatwork, commercial use; requests replies from U.S. manufacturers and/or suppliers; direct purchase and agency. J. K. Bayne Ltd. (Wholesaler, retailer, agent), 19 Richmond St., Port of Spain. WTD 7/8/64.

359 Machinery

TRINIDAD, W.I.—Automotive pistons and piston rings, as well as bearing materials; requests replies from U.S. suppliers; direct purchase and agency. Sterling Service (Battoo Bros.) Ltd. (retailer, importer), 70 Sackville St., Port of Spain. WTD 8/7/64.

361 Electric Transmission, Distribution Equipment

ITALY—Precision measuring instruments, test equipment. Direct purchase and agency. Fernando Galli (importer, wholesaler), 5/3 Via Bartolomeo Bosco, Genova. WTD 7/28/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

362 Electrical Industrial Apparatus

★★ CENTRAL AMERICA—Trade Mission

Electric generating equipment, humidifying equipment. Import distributorship. Eduardo Prado, Importadora Mundial, S.A. (import agent, wholesaler), 7 Av. 9-89, Zona 1, Guatemala City, Guatemala. WTD 10/29/63. TM 24.

● **ECUADOR**—Two diesel-generator sets, 500 Kw., 720 r.p.m., 220/440 v., 3 phase, 60 cycle and switchgear. Bid deadline Oct. 15. Correspondence preferred in Spanish. Instituto Ecuatoriano de Electrificacion, Casilla 2986, Quito. One copy of specifications in Spanish available for review only in the Power and Electrical Equipment Division, Rm. 4124, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

FRANCE—Electrical motors, small size; direct purchase and agency. Roger Kurtz (importer, dealer), Chemin de Larréguy, Biarritz (Basses Pyrénées). WTD 7/29/64.

● **TAIWAN**—Supply of 8 sets of 4 pole, 3 phase, 220 v., 60 cycle gear motors including 2 sets rated 1 hp., 1750/60 r.p.m.; 2 sets rated 1 hp., 1750-120 r.p.m., 3 sets rated 3 hp., 1750/60 r.p.m. and 1 set rated 5 hp., 1750/60 r.p.m. Tender No. GFC 19566P, bid deadline Oct. 14. Purchasing Dept., Central Trust of China 49, Sec. 1 Wuchang St., Tapei.★ (Telephone: 202-WO 7-4242).

363 Household Appliances

★★ CENTRAL AMERICA—Trade Mission

Sewing machines for dress manufacturer. Narta Perdomo de Yaquian, 6a. Ave. 9-17, Zona 1, Guatemala City, Guatemala. WTD 7/29/64. TM 55.

FRANCE—Small electrical household appliances: razors, irons, vacuum cleaners, fans; direct purchase and agency. Roger Kurtz (importer, dealer), Chemin de Larréguy, Biarritz (Basses Pyrénées). WTD 7/29/64.

Vacuum cleaners, washing machines, ironers, mixers, razors, heaters, other electrical household appliances; direct purchase and agency. Ets. Grimmeissen (importer, dealer), 5 Grand-Rue Strasbourg (Bas-Rhin). WTD 7/20/64.

Vacuum cleaners, washing machines, ironers, mixers, razors, heaters, other electrical household appliances. Ets. Facon (wholesaler), 121/125 Rue du Marché, Lille (Nord). WTD 7/20/64.

Refrigerators, vacuum cleaners, washing machines, ironers, mixers, razors, heaters, other electrical household appliances; direct purchase and agency. Societe Kiplay (wholesaler), 4 Rue du Cart, Nimes (Gard). WTD 7/31/64.

SOUTH AFRICA—All types of electrical household appliances (220 v., 50 cycles), especially smaller appliances; all types of household and kitchen gadgets. Victoria Furniture Mart (Pty.) Ltd. (importer, retailer), P.O. Box 186, Durban, Natal. WTD 8/18/64.

TRINIDAD, W.I.—Electric fans: desk-bracket, wall, ceiling, oscillating and non-oscillating; requests replies from U.S. manufacturers and/or suppliers; direct purchase and agency. J. K. Bayne Ltd. (wholesaler, retailer, agent), 19 Richmond St., Port of Spain. WTD 7/8/64.

Household appliances: refrigerators, cooking equipment, ironers, electric, non-electric; requests replies from U.S. manufacturers; direct purchase and agency. George Ho. & Co. (wholesaler, retailer, importer, manufacturer), 14 High St., San Fernando. WTD 8/20/64.

Food and waste disposal units; requests replies from U.S. manufacturers; direct purchase and agency. J. N. Harriman & Co., Ltd. (wholesaler, retailer, agent), 61 Independence Square, Port of Spain. WTD 3/25/64.

364 Electrical Lighting, Wiring Equipment

FRANCE—Lighting fixtures; direct purchase and agency. Roger Kurtz (importer, dealer), Chemin de Larréguy, Biarritz (Basses Pyrénées). WTD 7/29/64.

TRINIDAD, W.I.—Lamps, incandescent, desk, bed and table models, with and without shades; requests replies from U.S. manufacturers; direct purchase and agency. Ackbarali's Bargain Store (wholesaler, retailer, importer), 11 Saddle Rd., San Juan. WTD 8/17/64.

365 Radio, Television Receiving Sets

FRANCE—Television receivers; direct purchase and agency. Les Laveuses Vélo (importer, dealer), 35 Bld. Jacquard, Calais (Pas-de-Calais). WTD 7/31/64.

Magnetic tape (pre-recorded), radio receivers, amplifiers, tape recorders. Mood Music (importer, dealer), 3 Rue Chambiges, Paris 8e. WTD 7/29/64.

Radio and television receivers; direct purchase and agency. Societe Kiplay (wholesaler), 4 Rue du Cart, Nimes (Gard) WTD 7/31/64.

SOUTH AFRICA—Portable transistor radios; all types of cheaper tape recorders. Victoria Furniture Mart (Pty.) Ltd. (importer, retailer), P.O. Box 186, Durban, Natal. WTD 8/18/64.

TRINIDAD, W.I.—Records, phonograph, 33-1/3 r.p.m. and 45 r.p.m., except transcriptions; requests replies from U.S. manufacturers; direct purchase and agency. West Indies Telecommunications & Electronics Ltd. (wholesaler, agent, manufacturer), P.O. Box 890, Port of Spain. WTD 11/21/63.

Household, portable and table model radio receivers; also television receivers, home type; requests replies from U.S. manufacturers; direct purchase and agency. George Ho & Co. (wholesaler, retailer, importer, manufacturer), 14 High St., San Fernando. WTD 8/20/64.

366 Communication Equipment

BRITISH GUIANA—Burglar alarms, all types. Requests replies from manufacturers. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

● **BURMA**—10 telephone-telegraph terminals, associated equipment; tender No. 53T (63-4), bid deadline Oct. 9; 6 24-channel telephone multiplex terminals, associated equipment; tender No. 51W (63-4), bid deadline Oct. 12; Office of the Director General, Posts & Telegraphs, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-4823).

● **INDIA**—Supply of tension gauges, feeler gauges, feeler gauge strips. Tender No. PE: 40573/SPC, bid deadline Oct. 2. Purchase Officer, Indian Telephone Industries Ltd., Dooravaninagar, Bangalore 16, Mysore.★ (Telephone: 202-WO 7-4823).

● 130,000 3-way switches for central battery telephone switchboards. Tender No. T-715/P-4/2, bid deadline Oct. 26. Secretary, Stores Purchase Committee, Telegraph Stores, 5 Council House St., Calcutta-1.★ (Telephone: 202-WO 7-4823).

TRINIDAD, W.I.—Communication equipment for mobile use with transistorized receivers and 25 K/c spacing (HF, VHF, UHF); requests replies from U.S. manufacturers; direct purchase and agency. Sports & Games Ltd. (wholesaler, retailer, importer), 28 Henry St., Port of Spain. WTD 9/17/62.

Transreceivers and transmitter-receivers, radio communication; industrial control equipment, electronic (including industrial TV); intercommunication equipment, electronically amplified; navigational aids, electronic; requests replies from U.S. manufacturers; direct purchase and agency. Edgar H. Borde Ltd. (wholesaler, retailer, agent, importer), 62 Sackville St., Port of Spain. WTD 5/12/64.

Burglar alarms for automobiles; requests replies from U.S. manufacturers; direct purchase and agency. Sterling Service (Battoo Bros.) Ltd. (retailer, importer), 70 Sackville St., Port of Spain. WTD 8/7/64.

367 Electronic Components, Accessories

FRANCE—Industrial and laboratory electronic apparatuses; direct purchase and agency. Louise Carteau (manufacturer, dealer), 19 Rue du Moulinet, Paris 13e. WTD 7/20/64.

GERMANY—Newly developed components and accessories in miniature electronic field. R. H. Suess & Co. (importer), Ost-West-Strasse 49, Hamburg 11. WTD 6/8/64.

369 Electrical Machinery, Equipment, Supplies

● **BURMA**—Miscellaneous assortment of 6 and 12 v., lead acid, normal and heavy duty types of storage batteries. Tender No. 41/Vehicle/8/63-64, bid deadline Oct. 12. The Secretary, People's Stores Corp., Motor Vehicle & Other Transport Equipment Division, 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-4242).

FRANCE—X-ray equipment, accessories of a novelty character; direct purchase and agency. Societe d'Appareils Scientifiques & Industriels (manufacturer), 34 Rue de Charenton, Paris 12e. WTD 8/10/64.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Accessories, spare parts for motor vehicles; exclusive agency and direct purchase. Importadora Leon Kaplun S.A.C. (importer, wholesaler), Arturo Prat 179, Casilla 4180, Santiago. WTD 8/25/64.

TRINDAD, W.I.—Full range of electrical replacement spare parts, clutch and brake linings, for U.S. automobiles; requests replies from U.S. suppliers of automobile spare parts. Sterling Service (Battoo Bros.) Ltd. (retailer, importer), 70 Sackville St., Port of Spain. WTD 8/7/64.

372 Aircraft, Parts

FRANCE—Navigation instruments, aircraft spare parts; direct purchase and agency. Societe Européenne de Représentation Aéronautique & Industrielle (importer, wholesaler), 14 Rue Richer, Paris 9e. WTD 7/17/64.

374 Railroad Equipment

● **BURMA**—Parts for steam locomotives, including but not limited to, 200 vacuum brake cylinders; 100 release valves; 300 gland packing boxes. Tender No. 2889/C&W/6, bid deadline Oct. 15. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon. Specifications and drawings are available for review only in the Transportation Equipment Division, BDSA-321, Department of Commerce, Rm. 4314, Washington, D. C. 20230.

381 Laboratory Instruments

● **CHILE**—Laboratory instruments, auxiliary equipment, 51 items of various sizes and quantities. Tender No. 1-22/64, bid deadline Sept. 30. Terms and specifications in Spanish. Correspondence preferred in Spanish. Servicio Nacional de Salud (National Board of Health), Ave. Matta 644, Supply Dept. (Depto de Adquisiciones), Santiago.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Electrical control and measuring instruments for industrial purposes; direct purchase and agency. Brockliss Simplex (importer, dealer), 120 Champs Elysees, Paris 8e. WTD 3/10/64.

383 Optical Instruments, Lenses

NETHERLANDS—Colorimeters, spectrophotometers. Direct purchase and/or agency. Laméris Instrumenten N.V. (importing distributor, agent), 149 Biltstraat, Utrecht. WTD 7/15/64.

384 Surgical, Medical, Dental Instruments

FRANCE—Surgical and medical instruments, equipment of a novelty character; direct purchase and agency. Societe d'Appareils Scientifiques et Industriels (manufacturer), 34 Rue de Charenton, Paris 12e. WTD 8/10/64.

386 Photographic Equipment

FRANCE—Microfilm cameras for microfiche printing; also readers and projectors; direct purchase and agency. Microfilmex (manufacturer, importer, dealer), 75 Rue St-Lazre, Paris 17e. WTD 6/26/64.

NETHERLANDS—8 mm audio-visual projectors, slide projectors, overhead projectors; 8 and 16 mm films; other audio-visual equipment. Direct purchase and/or agency. Not interested in used commodities. Requests replies from manufacturers only with prices. Techn›film N.V. (importer, wholesaler), 11 William Boothlaan, Rotterdam-2. WTD 8/21/64.

393 Musical Instruments, Parts

JAPAN—All types of musical instruments. Requests replies with catalogues, prices. Y. Adachi & Co., Ltd. (exporter, importer), 69, 2-chome, Funatsuki-cho, Kita-ku, Nagoya. WTD 8/27/64.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Toys, all kinds; plastic, rubber, do-it-yourself kits. Mark Learner Pty. Ltd. (importer, wholesaler), 308a Flinders Lane, Melbourne, C.1., Victoria. WTD 5/8/64.

FRANCE—Electronic toys: educational, radio receivers, miniature raceways; direct purchase and agency. Serper Electronic (importing distributor), 102 Rue La Boétie, Paris 8e. WTD 6/25/64.

Hunting accessories, other sporting articles; direct purchase and agency. Alfred Dolhats (importer, dealer), 79 Rue Lafayette, Paris 9e. WTD 7/29/64.

TRINIDAD, W.I.—All types of mechanical toys, as well as those made of plastic and rubber; requests replies from U.S. manufacturers; direct purchase and agency. Ackbarali's Bargain Store (wholesaler, retailer, importer), 11 Saddle Rd., San Juan. WTD 8/17/64.

395 Pens, Pencils, Office, Artists' Materials

BRITISH GUIANA—Low-priced office supplies and equipment. Direct purchase and agency. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

★★ CENTRAL AMERICA—Trade Mission

Sewing room supplies for dress manufacturer. Narta Perdomo de Yaquian, 6a. Ave. 9-17, Zona 1, Guatemala City, Guatemala. WTD 7/29/64. TM 55.

FRANCE—Jewelry, metal and non-metallic; fancy articles to be sold as gift articles; direct purchase and agency. Comptoir d'Importation & de Représentation Internationales-C.I.D.R.I., 41 Rue de Paradis, Paris 10e. WTD 6/30/64.

399 Miscellaneous Manufacturing Industries

BRITISH GUIANA—Combs, all types; low or medium-priced brushes. Requests replies from manufacturers. Raymans Drug Store (importer, retailer, commission agent, manufacturers' representative), 302 Church & East St., Georgetown. WTD 8/14/64.

891 Engineering, Architectural Services

★★ CENTRAL AMERICA—Trade Mission

Information on geological survey procedures. Ing. Francisco Castro, Consultores Industriales S.A., P.O. Box 271, San Jose, Costa Rica. WTD 8/17/64. TM 79.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

FRANCE—Oil cakes, feedstuffs. Rene Le Guern (commission merchant, agent), Le Moulin de Chandas, Orne. WTD 8/10/64.

SOUTH AFRICA—Raw cotton. F. A. Goltz (manufacturers representative), P. O. Box 749, Durban, Natal. WTD 8/19/64.

013 Livestock Farms

PHILIPPINES—Pullets, broilers (parent stock for breeding), desires to act as exclusive distributor for Philippines. General Milling Corp., c/o Henry Uytengsu, Sales Manager, Colon St., Cebu City. WTD 10/24/63.

201 Meat Products

FRANCE—Frozen meat, offals. Georges Moreau (agent), 55 Bld. de Sebastopol, Paris 1er. WTD 11/19/63.

GERMANY—Canned chicken; offers from packers preferred on basis cif German seaport. Wilhelm Westrup (sales agent, importer), 58 Rembertistrasse, 28 Bremen. WTD 8/21/64.

202 Dairy Products

IRAN—Powdered milk in 1 lb. containers (baby milk). Iran-Pharmic Co., (importing firm), 19 Goudarzi St., Pahlavi Ave., Tehran. WTD 1/14/64.

203 Canning, Preserving Foods

GERMANY—Canned vegetables, including string beans and asparagus; canned fruit, including peaches, apricots, cherries, strawberries; fruit juices, including grapefruit, orange, lemon juice; tomato catchup. Offers from packers preferred on basis cif German seaport. Wilhelm Westrup (importer, sales agent), 58 Rembertistrasse, 28 Bremen. WTD 8/21/64.

208 Beverage Industries

NETHERLANDS—U.S. whiskey, all kinds; other alcoholic beverages. Netherlands Supply Co., (importer, retailer, exporter), Mauritsstraat 104-106, Rotterdam. WTD 7/17/64.

221 Broad Woven Fabric Mills, Cotton

★★ CENTRAL AMERICA—Trade Mission

Cotton textiles, printed, high style. Rolf L. Davison, 8a. Ave. 9-19, Zona 1, Guatemala City, Guatemala. WTD 3/14/61. TM 53.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

FRANCE—Acetate and nylon stamped wharp fabrics. Georges Lescure (commission merchant), 35 Bld. de Strasbourg, Paris 10e. WTD 7/29/64.

225 Knitting Mills

SOUTH AFRICA—Cloth fabrics suitable for manufacture of ladies' fashion gloves; competitive prices; exclusive agency. Mendelson & Frost (Pty) Ltd., (distributor), P.O. Box 266, Port Elizabeth. WTD 4/30/64.

227 Floor Covering Mills, Products

FRANCE—Woolen floor carpet. Comptoir des Sols (importer, dealer), 84 Rue de Montreuil, Paris 11e. WTD 4/8/64.

233 Women's, Misses,' Juniors' Outerwear

FRANCE—Ready-made dresses for women and misses, for 1965 spring. Georges Lescure (commission merchant), 35 Bld. de Strasbourg, Paris 10e. WTD 7/29/64.

249 Wood Products

FRANCE—Cork floor covering. Comptoir des Sols (importer, dealer), 84 Rue de Montreuil, Paris 11e. WTD 4/8/63.

281 Industrial Chemicals

★★ CENTRAL AMERICA—Trade Mission

Chemicals, dyestuffs for cotton processing and finishing. Ricardo Rich, H. B. Rich y Cia., Sucs., 10a. Calle 6-47, Zona 1, Guatemala City, Guatemala. WTD 8/3/64. TM 49.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

SWITZERLAND—Cosmetic oils, essential oils, aromatic chemicals, other similar chemical products. Frederic Schiltknecht Fils (importer, exporter), 17 Zwinggartenstrasse, 8600 Dubendorf. WTD 8/20/64.

287 Agricultural Chemicals

FRANCE—Fertilizers. Rene Le Guern (commission merchant, agent), Le Moulin de Chandas, Orne. WTD 8/10/64.

289 Chemical Products

PORTUGAL—Chemicals for manufacturing explosives, ammunition. Sociedade Portuguesa de Explosivos, Lda. (importer, wholesaler, manufacturer, exporter), 44-1°. & 2°. Dto., Rua dos Fanqueiros, Lisbon 2. WTD 8/7/64.

306 Fabricated Rubber Products

FRANCE—Rubber coverings for walls and floors. Comptoir des Sols (importer, dealer), 84 Rue de Montreuil, Paris 11e. WTD 4/8/63.

307 Plastic Products

FRANCE—Vinyl coverings for floors and walls. Comptoir des Sols (importer, dealer), 84 Rue de Montreuil, Paris 11e. WTD 4/8/63.

De-luxe plastic tableware and gadgets for household purposes. Ets. Proeclair (manufacturer), 11 Rue de l'Hopital St-Louis, Paris 10e. WTD 7/16/64.

345 Screw Machine Products

SOUTH AFRICA—Any new kinds of rivets, particularly pop rivets. Direct purchase, agency, or manufacture under license. Sharp Control Gear (Pty) Ltd. (manufacturer, importer, exporter), P.O. Box 759, Port Elizabeth. WTD 5/5/64.

353 Construction Machinery

FRANCE—Handling equipment for railway maintenance: cars, trailers. Ets. Edmond Pouget (manufacturer), 190 Bis Ave. de Stalingrad, Stains (Seine). WTD 8/10/64.

354 Metalworking Machinery

FRANCE—Grinding machines for railway maintenance. Edmond Pouget (manufacturer), 190 Bis Ave. de Stalingrad, Stains (Seine). WTD 8/10/64.

355 Special Industry Machinery

★★ CENTRAL AMERICA—Trade Mission

Soft drink bottling machinery; cosmetic packing; labeling equipment. Roberto Federico Aguilar Palaez, Aptdo. Postal 1368, Guatemala City, Guatemala. WTD 7/29/64. TM 46.

Drink bottling and labeling equipment. Central de Representaciones y Compras, Edificio Herrera, Oficina SC, 5a. Ave. 11-70, Zona 1, Guatemala City, Guatemala. WTD 9/21/63. TM 44.

FRANCE—Log cutting machines; exclusive agency. Andelflex (manufacturer), Jaulgonne (Aisne). WTD 7/29/64.

"Do-it-yourself" tools and machinery. Somaco, S.A. (importing wholesaler), 127 Rue du XXe Corps, Nancy (M. & M.). WTD 8/27/64.

PORTUGAL—Machinery for manufacturing industrial explosives, ammunition, related lines. Sociedade Portuguesa de Explosivos, Lda. (importer, wholesaler, manufacturer, exporter), 44-1° & 2°. Dto., Rua dos Fanqueiros, Lisbon 2. WTD 8/7/64.

SOUTH AFRICA—Heat sealing machines for sealing polythene food packages; to retail at approx. $140 to $210 each. Exclusive agency. Ivor Pullin & Braak (Pty) Ltd. (importer, commission merchant), P.O. Box 1081 Port Elizabeth. WTD 8/13/64.

356 General Industrial Machinery

ITALY—Furnaces, related equipment for steel mill industry. Siderforni-Progettazione e Costruzione di Impianti Termotecnici S.p.A., 2 Via Pammatone, Genova. WTD 7/28/64.

358 Service Industry Machines

FRANCE—Air conditioners. Ets. Jean Compan-Comptoir Electrique du Midi (wholesaler, distributor), 3 Place des Arenes, Nimes (Gard). WTD 7/29/64.

Air conditioners. Cie Esswein (manufacturer), 1 Bis Bld. des Etats-Unis, 1a Rochesur-Yon, Vendee. WTD 7/29/64.

361 Electric Transmission, Distribution Equipment

SWITZERLAND—First class electronic measuring instruments for telecommunication and other fields; also special electronic equipment. Silectra, G. Glatz & Co. (importer, retailer, Mfr's. representative), 109 Seebahnstrasse, 8036 Zurich. WTD 8/20/64.

362 Electrical Industrial Apparatus

FRANCE—Welding equipment for railway maintenance. Ets. Edmond Pouget, (manufacturer), 190 Bis Ave. de Stalingrad, Stains (Seine). WTD 8/10/64.

363 Household Appliances

★★ CENTRAL AMERICA—Trade Mission

Industrial sewing machines on consignment or warehouse stock. Enrique Rodriguez S. (importer), P.O. Box 1949, San Jose, Costa Rica. WTD 8/18/64. TM 80.

FRANCE—Electrical heating apparatuses. Cie Esswein (manufacturer), 1 Bis Bld. des Etats-Unis, La Roche-sur-Yon, Vendee. WTD 7/29/64.

High quality gas ranges. Utilifer (manufacturer), 4 Rue Doudeauville, Paris 16e. WTD 7/20/64.

366 Communication Equipment

FRANCE—Railway control apparatuses. Edmond Pouget (manufacturer), 190 Bis Ave. de Stalingrad, Stains (Seine). WTD 8/10/64.

371 Motor Vehicles, Motor Vehicle Equipment

ITALY—Motor coaches, bus bodies, trucks. Industrie Aeronautiche e Meccaniche Rinaldo Piaggio Soc.p.Az. (mfr., exporter), 14/24 Viale Brigata Bisagno, Genova. WTD 7/28/64.

372 Aircraft, Parts

ITALY—Airplanes, aircraft engines, propellers, parts. Industrie Aeronautiche e Meccaniche Rinaldo Piaggio Soc.p.Az., (mfr., exporter), 14/24 Viale Brigata Bisagno, Genova. WTD 7/28/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

UAR—Scientific, precision, measuring instruments, all kinds. The General Company for Trading & Chemicals, Immobilia Bldg., 26 Sherif St., Cairo. WTD 5/26/64.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

★★ CENTRAL AMERICA—Trade Mission

Cutting room accessories on consignment or warehouse stock. Enrique Rodriguez S. (importer), P.O. Box 1949, San Jose, Costa Rica. WTD 8/18/64. TM 80.

399 Manufacturing Industries

FRANCE—Sheet rug or linoleum floor covering. Comptoir des Sols (exporter, dealer), 84 Rue de Montreuil, Paris 11e. WTD 4/8/63.

505 Farm Products, Raw Materials

★★ CENTRAL AMERICA—Trade Mission

Desires to represent U.S. cotton firm as resident buyer for world shipment. Bernard Eichen, Exportadora Agricola, 14 Ave. 14-43, Zona 13, Guatemala City, Guatemala. WTD 7/30/64. TM 58.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Alejandro G. Miretti, Director, Miretti & Cia., S.A.I.C.I.A.C., Mendoza 353, San Francisco, Provincia de Cordoba, interested in contacting U.S. manufacturers of **agricultural machinery** and **equipment** with a view to obtaining license agreement for manufacturing seed classifying equipment in Argentina. Requests technical information. Here for 15-20 days. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

AUSTRALIA—Vincent Yovich, representing Consolidated Constructions, 972 Wellington St., West Perth, interested in: **contacting contractors** doing considerable, or specializing in, construction of large **swimming pools for schools, cities, etc.; securing agency for new type of unusual pool equipment.** Also requesting technical information. Oct. 3 via San Francisco for 3 weeks. c/o Sheraton-Chicago Hotel, 505 N. Michigan Ave., Chicago, Ill.; Park-Sheraton International Hotel, 56th St. & 7th Ave., New York, N.Y. Itinerary: San Francisco, Los Angeles, Chicago, Buffalo, Niagara, Cincinnati, Lexington, Washington, New York.

John Mandelson, representing Alkaloid Import Co., 19 Olive St., Paddington, N.S.W., interested in: **marketing hand-knit ski sweaters; exporting catachol (organic chemical substance); agencies for chemical manufacturing equipment,** particularly, paint manufacturing. Requests technical information. Sept. 25 via New York for 2 months. c/o: Taft Hotel, 7th Ave. & 50th St., New York, N.Y. (Sept. 25-Oct. 1); Fontainebleau Motor Hotel, 4040 Tulane Ave., New Orleans, La. (Oct. 5-7); P. G. Patterson, 5619 Verdura Ave., Lakewood, Calif. (Oct 18-20); W. E. More, 2246 E. Oak St., Phoenix, Ariz. (Oct. 21-22); H. Bouldin, 369 Ocean View Ave., Berkeley, Calif. (Nov. 1-28). Itinerary: New York, Washington (Oct. 1-5), New Orleans, Los Angeles, Phoenix, San Francisco.

COSTA RICA—Sylvio Ferrera, representing Caribbean Export & Import Co., Aptdo. 1911, San Jose, interested in: contacting U.S. importers of **lighting fixtures** and **lamps** with a view of exporting fixtures and lamps made from a large variety of tropical hardwoods by Costa Rican craftsmen; **purchasing reconditioned large outdoor spotlights, electrical motors from 1 to 10 hp.** Here for 4 weeks. c/o Dr. Selmo Tauber, 815 S.W. Roadway, Portland, Oregon. Itinerary: Miami, New Orleans, San Francisco, Portland.

Fernando Lobet Aguilar, representing Ferreteria Llobet, P.O. Box 261, Alajuela, interested in; **visiting small manufacturers of paint brushes** for the purpose of observing production processes involved; **purchasing machinery and equipment for manufacture of paint brushes.** Here to Sept. 30. c/o Consulate General of Costa Rica, 420 Lexington Ave., New York, N.Y. Itinerary: New York.

ENGLAND—Peter Bennett-Keenan, Deputy Office Manager, The United Steel Companies, Ltd., The Mount, Sheffield 10, interested in **observing office management functions in large U.S. steel companies; personnel; catering; transport systems by automobile and airplane; training.** Sept. 28 via New York for 3 weeks. c/o Luria & Co., 522 Fifth Ave., New York, N.Y. Itinerary: To be arranged.

FRANCE—Pierre Boyer, General Manager, Societe de Diffusions et d'Editions Publicitaires (SODEP), 6ter Rue Escofier, Charenton (Seine), interested in contacting **advertising, sales promotion** and **direct mail firms,** Oct. 5 via New York for 20 days. c/o New Weston Hotel, Madison Ave & 50th St., New York, N.Y. Itinerary: New York, Washington.

GERMANY—Paul Rabenstein, representing self, 3 Hahntrapp, Hamburg 11, interested in contacting manufacturers of **light concrete building materials, construction steel mesh, polyester plastic panels.** Here for 5 months. c/o The Tuscany, 39th St., E. of Park Ave., New York, N.Y. Itinerary: New York (first month), Buffalo, Pittsburgh, Chicago, St. Louis, Denver, Salt Lake City, San Francisco, Los Angeles, Phoenix, New Orleans, Washington, Philadelphia.

Wilhelm Reutlinger and Dr. Sieglinde Reutlinger, representing Draht- und Hanfseilfabrik Wilhelm Reutlinger K.G., Frankfurt/Main, 190 Offenbacher Landstrasse, interested in visiting **wire rope manufacturers** and **wholesalers of swings** to study new developments and possibly establish new business contacts; also requesting technical information on above. Oct. 2 via New York to Oct. 29. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York; Washington; San Francisco; Los Angeles; Denver; Phoenix; Chicago; Atlanta, Ga.

IRELAND—David D. Frame, Chairman, and Samuel W. Aitken, Vice Chairman, Hammond Lane Foundry Co., Ltd., 111 Pearse St., Dublin, interested in association with U.S. firms for manufacturing in Ireland **metal products including stainless steel, cast iron, copper.** Here for 2 to 3 weeks. c/o La Salle Hotel, La Salle St. & Madison, Chicago 2, Ill. (Sept. 21-26). Itinerary: New York, Cleveland, Chicago.

LUXEMBOURG—Alphonse Schmit, Director and Chief Editor, "Formes Nouvelles" (New Forms), 14 Blvd. d'Avranches, Luxembourg, monthly construction trade magazine, interested in: investigating **new construction products,** particularly **prefabricated units and components; meeting construction contractors; observing new construction techniques.** Intends to publish series of articles on U.S. observations. Oct. 2 via New York for 2 weeks. c/o Luxembourg Consulate General, 200 E. 42nd St., New York, N.Y. Itinerary: New York (Oct. 2-5 & Oct. 15-19); Washington (Oct. 6-8); Chicago (Oct 9-12).

SOUTH AFRICA—Dennis Fig, representing Fig Bros. (Pty.) Ltd., Beach Rd., Woodstock, P.O. Box 1352, Cape Town, interested in: **purchasing grocery and general merchandise for wholesale distribution; contacting wholesale grocers who combine distribution of groceries with frozen foods.** Oct. 1 via New York for 3 weeks. c/o J. Gerber & Co., Inc., 855 Avenue of Americas, New York, N.Y. Itinerary: New York, Boston, Washington.

SUDAN—Zoheir El Magboul, Managing Director, El Magboul Bros. Corp. Ltd., P.O. Box 1593, Khartoum, interested in agencies for U.S. companies, particularly for **electrical home appliances, prefabricated buildings, steel furniture.** Here to Oct. 2. c/o New York Hilton, 1335 Avenue of Americas, New York, N.Y. Itinerary: New York, Chicago, San Francisco.

Henry D. El Eini, representing self, P.O. Box 366, Khartoum, interested in **expanding exports of hibiscus flowers, sheep hair** and **colocynth pulp; purchasing presses for crude botanical drugs,** size of bale 18" x 24" x 50", weight about 400-450 lb. Oct. 1 via New York for 15 days. c/o Walter F. Mahneke, Inc., 75 Maiden Lane, New York, N.Y. 10038. Itinerary: New York.

TAIWAN—C. T. Chow, President, Taiwan Chung Hsing Paper Corp., Taipei, interested in discussing with U.S. Kraft pulp manufacturers possibility of **joint venture for pulp manufacturing and construction of pulp mills.** Will participate in: Pacific Conference, Sheraton-Maui Hotel, Island of Maui, Hawaii, Sept. 23-26; Far East-American Council, Waldorf-Astoria, New York, Sept. 28-29. September 23 via Honolulu to October 9. c/o Mr. K. T. Hu, Manager, Chinese Investment and Trade Office, 515 Madison Ave., New York, N.Y. Itinerary: New York.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

212 Cigars

GERMANY—Cigarillos, all sizes. Requests replies in German. Theodor Heinecke & Cie. (manufacturer), 4983 Kirchlengern/Westfalen. WTD 7/20/64.

251 Household Furniture

BELGIUM—Manufacturer wishes to export to U.S. decorative ornamental iron work furniture such as small tables with tiled tops, newspaper racks, telephone tables, candle holders, frames for religious statues. Tablofer P.V.B.A., 28 Den Heuvel, Schilde (near Antwerp). WTD 9/1/64.

281 Industrial Chemicals

EL SALVADOR—2-3 million liters of alcohol, deliveries of 300,000 liters per month; quality: fine, extra neutral, clear 95° G.L. at 15° Centigrade as a minimum. Destileria Salvadorena, S.A., Edificio Avila, 3er Piso, San Salvador. WTD 8/24/64.

344 Fabricated Structural Metal Products

GERMANY—Steel rolling doors; direct sale and/or agency. Rolladenwerk Gebr. Effertz, 78/82 Am Gerstacker, 407 Rheydt. For prospectus write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 7/29/64.

354 Metalworking Machinery

SOUTH AFRICA—Manufacturer wants to sell directly or through agency automotive maintenance equipment: mechanical side-lift jacks for passenger vehicles, sparkplug wrenches, tire foot pumps. Grundy, Longland (Pty) Ltd., P.O. Box 2036, Port Elizabeth. WTD 8/21/64.

356 General Industrial Machinery

SOUTH AFRICA—Manufacturer wants to sell directly or through agency stainless steel conveyor chains, primarily for use in canning and bottling industries. Grundy, Longland (Pty) Ltd., P.O. Box 2036, Port Elizabeth. WTD 8/21/64.

394 Toys, Amusements, Sporting Goods

SWEDEN—Manufacturer of spinning rods, archery articles, croquet sets and pedal cars seeks agency or direct sales. Ryds Industri AB, Ryd. WTD 6/16/64.

399 Manufacturing Industries

BELGIUM—Manufacturer of gift items, specializing in brass and copper ware, old Flemish style, wishes to export to U.S. copper umbrella stands, waste paper baskets, wall plaques, ornamental frying pans, religious items, plant settings, decorative coal scuttles, matchholders and other copper ware articles. Jacops Metaalwarenfabriek P.V.B.A., 34/40 Driemasterstraat, Ghent. WTD 9/1/64.

Construction Projects

ARGENTINA—Comision Mixta de Subterraneos, Secretariat for Transport, City of Buenos Aires, is planning **enlargement of** its **subway system** and wants data on U.S. experiences concerning construction of subways, new developments in traction equipment and rolling stock. Information from U.S. engineering and construction firms as well as from manufacturers of rolling stock, safety devices, control gear, and other necessary equipment will be appreciated. Contact: Comision Mixta de Subterraneos, Teniente Cnl. Donato Alverez 3776, Buenos Aires, attn: Hector F. Arata.

BOLIVIA—The Bolivian Development Corp. has announced that a number of bids have been accepted for construction of a large **hydroelectric project** to be built at Corani, about 50 miles to the northeast of Cochabamba. J. A. Jones Construction Co. of North Carolina was selected to complete the civil construction works on the project. To supply a series of machinery, turbines, and other electrical equipment, German, Japanese, French and Italian firms were selected.

CANADA—The Dominion Construction Co. has announced that it will build a **21-story, $13-million office building** in downtown Vancouver with **twin 250-foot towers** and 450 thousand sq. ft. of space. It will be the largest office building in the city. Construction on the first of the 2 towers is expected to begin early next year with occupancy scheduled for late 1966. The second tower will be built when warranted by the demand for office space. The building will be jointly owned by Dominion Construction and another company. Dominion already owns a number of modern office buildings and shopping centers in other western Canadian cities. The building project points up the continuing growth of Vancouver as a major shipping, commercial and industrial center.

COLOMBIA—ECOPETROL, Government petroleum company, and M. W. Kellogg Co. have signed a $20 million, 26,600-barrel-per-day Barrancabermeja **refinery expansion construction contract.**

FRANCE—Plans are underway for **port development** in the Golfe de Fos near Marseille. The projected development is to be an extension of the port of Marseille, 25 miles to the west of the center of Marseille, near the mouth of the Rhone River. The first stage in realizing the project will be dredging of a ship channel and basin and construction of a mole; separate contracts will be let. Work on both contracts, which are to run simultaneously, is to be completed within a 2-year time limit. Bidding is expected to be opened the end of Sept. or beginning of Oct. Contact: Charles Barrillon, Director of the Port & Chief Engineer of Ponts & Chaussees, Marseille.

PARAGUAY—Faced by a crisis in shipping due to low water in the Paraguay River, President Stroessner has ordered construction of a **road from Villeta to Villa Oliva.** All available road building equipment in the country is to be concentrated on the project. Since there is a paved road from Asuncion to Villeta, the projected road will permit truck traffic from Villa Oliva to the capital.

SOUTH AFRICA—(1 rand=US $1.40) Fisons (Pty.) Ltd., manufacturers of superphosphate and mixed fertilizers, plan to build a **R17 million chemical fertilizer plant in Milnerton,** a Cape Town suburb. The 60-acre site which has been purchased is just south of the area where Caltex (Africa) Ltd. is building its $37 million oil refinery. Waste products from the refinery will be used in the manufacture of nitrogen fertilizer.

A **new cement factory** will be built **near Lichtenburg** (northwestern Transvaal) by Anglo Cement Ltd., a member of the Anglo-Transvaal group of companies. The plant will cost about R13 million and will have an output of 475,000 short tons a year. Present total cement capacity of South Africa is 4 million tons of cement in 13 plants. Four of these plants are controlled by Anglo-Alpha and have a capacity of 1.25 million short tons.

SYRIA—The General Director of Meteorological Forecasting has announced that **meteorological stations at Raqqa and Salamieh** will be erected for research studies relating to ground climate and its effect on plants. Relation of soil to atmosphere will also be studied for a basis in choosing the most suitable crops to be cultivated in these regions. During the coming years, the Directorate will complete meteorological centers in Harsta, Latakia, Wadi el Uzeib (near Salamieh), Hama and Hasaka. These centers as a whole will form a network for meteorological forecasting.

The Minister of Industry has announced plans to construct **5 new flour mills.** The first 4, which will have a capacity of 100 tons daily, are to be erected at Deir-ez-Zor, Hama, Raqqa, and Idlib. The fifth, with a capactiy of 200 tons daily, will be built in Damascus.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated July unless marked otherwise.

Architects, Builders, Contractors and Engineers—United Arab Republic.
Business Firms—British Guiana, August.
Dry Goods and Clothing Importers and Dealers—Australia.
Dry Goods and Clothing Importers and Dealers—Guatemala.
Electronic Equipment, Electron Tube, and other Electronic Components and Accessories Importers, Dealers and Manufacturers—Argentina.
Feedstuff Importers, Dealers and Manufacturers—Haiti.
Machinery and Equipment, Except Electrical Importers and Distributors—Uruguay.
Petroleum Products Service Industry—Hong Kong.
Photographic Supplies Dealers and Photographers—Haiti.

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Calendar *for international traders*

September

21—Export Training Course, 1st of 8 weekly sessions, Rutgers Newark Extension, **Newark, N.J.** Sponsors: Rutgers University, Newark Extension Division; New York REEC; Field Office, Department of Commerce; N.J. Department of Conservation and Economic Development.

21-24—International Iron and Steel Exposition, Cleveland Mall Convention Center, **Cleveland, Ohio.** Sponsor: Association of Iron and Steel Engineers.

22—Businessmen's consultations, luncheon with Trade Mission to Finland, St. Regis Hotel, **New York.** Sponsors: Finnish-American Chamber of Commerce; Field Office, Department of Commerce.

22—Businessmen's consultation with United Kingdom Trade Mission, Field Office, **Philadelphia.**

22—Institute on Financing meeting, Biltmore Hotel, **Los Angeles.** Speaker: Daniel Goldy, National Export Expansion Coordinator. Sponsors: University of Southern California; Los Angeles REEC; Chamber of Commerce.

22—Businessmen's consultations with United Kingdom Trade Mission, Field Office, **Dallas, Texas.**

22—Evansville Export Expansion Seminar, McCurdy Hotel, **Evansville, Ind.** Sponsors: Chamber of Commerce; Rotary Club; REEC; Field Office, Department of Commerce.

22—Monthly dinner meeting, Providence World Trade Club, Wannamoisett Country Club, **East Providence, R.I.**

22-25—Second Institute for International Engineering, University of Colorado, **Boulder, Colo.** Speakers: K. Kollar, John Donley, Daniel Goldy, Department of Commerce. Sponsors: IIE; University of Colorado; REEC; Field Office, Department of Commerce; Small Business Administration.

23—U.S. Trade Mission to the United Kingdom and Finland. Trade Conference appointments with 2 Mission members, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

23—Finland-U.K. Trade Mission, Chicago Field Office, 219 S. Dearborn St., **Chicago.**

23—REEC meeting, **Cincinnati, Ohio.** Special Guests: Luther H. Hodges, Secretary of Commerce, N.E.E.C. Chairman, Neil C. Hurley, Jr.

23—"In Office Conference" on elements of exporting, 9-12 noon, Field Office, **Greensboro, N.C.** Sponsors: Field Office, Department of Commerce; REEC.

23—33rd annual reception, banquet, Foreign Traders Assn. of Philadelphia, Inc., 6:15 p.m., Sheraton Hotel, **Philadelphia, Pa.**

23—Meeting, San Luis Obispo Chamber of Commerce, Elks Club, **San Luis Obispo, Calif.** Speaker: Herbert W. Klotz, Asst. Secretary for Administration.

23—Prestressed Concrete Institute, annual meeting, Mayflower Hotel, **Washington, D.C.** Speaker: Thomas G. Wyman, Acting Asst. Secretary for Domestic and International Business.

24—"Port of Mobile Night" dinner meeting, Ruggeri's Restaurant, 6 p.m., **St. Louis, Mo.** Sponsor: World Trade Club of St. Louis.

24—Finnish-U.K. Trade Mission Conference, Embassy Hotel, **Detroit.** Sponsor: Field Office, Department of Commerce.

24—Businessmen's consultations with United Kingdom Trade Mission, Greater Syracuse Chamber of Commerce, **Syracuse, N.Y.** Sponsors: Field Office, Department of Commerce; International Development Committee of Greater Syracuse Chamber of Commerce; Foreign Trade Club.

24—REEC meeting, U.S. Pavilion, New York World's Fair; **New York.**

24—Rio Grande Valley Trade Conference, Harlingen Country Club, **Harlingen, Texas.** Speaker: Lawrence McQuade, Deputy Asst. Secretary of Commerce for Financial Policy.

25—United Kingdom Trade Mission meeting, Statler Hilton Hotel, **Boston, Mass.** Speaker: Daniel Goldy, National Export Expansion Coordinator. Sponsor: REEC; Field Office, Department of Commerce; Electronics Industries Assn.

25—"In-Office Conference" on Elements of Exporting, Field Office, **Cincinnati, Ohio.**

25—Luncheon meeting, Corpus Christi Chamber of Commerce, Petroleum Club, **Corpus Christi, Texas.** Speaker: Lawrence McQuade, Deputy Asst. Secretary of Commerce for Financial Policy.

25—4th annual University of Houston Export Seminar, 1st of 8 weekly sessions, World Trade Bldg., **Houston, Texas.** Speaker: Lawrence McQuade, Deputy Asst. Secretary of Commerce for Financial Policy.

28—Export Conference on "International Marketing of Your Product," Monteleone Hotel, **New Orleans, La.** Sponsors: New Orleans Chapter, Sales and Marketing Executives-International; REEC. Speaker: Charles M. Meriwether, Director, Export-Import Bank of Washington.

28—Michiana World Trade Club, V-M Corp., **Benton Harbor, Mich.**

28—A practical Course in International Trade, 1st of 10 weekly sessions, Chemists Club, **New York.** Sponsor: International Executives Assn.

28—Annual convention and exposition, National Hardware Mfg. Assn., New York Coliseum, **New York.** Speaker: James F. Collins, BDSA.

29—Luncheon meeting, World Trade Department, Chamber of Commerce, **Los Angeles.** Speakers: Members of U.S. Trade Mission to United Kingdom and Finland. All members also available for private consultations at Field Office.

29—Advanced International Business Seminar on Patents and Trademarks Abroad, Licensing, Joint Ventures, Investment, Financing, Hotel Peabody, **Memphis, Tenn.** Sponsors: Mid-South Exporters Roundtable; REEC; Field Office, Department of Commerce.

29—"In-Office" Conference for 6-8 firms, Federal Bldg., **Detroit.**

30—Trade Mission Conference, Midday Club, **Cleveland, Ohio.** Speaker: Peter T. Jones., Deputy to the Secretary. Sponsor: Israel-American Chamber of Commerce.

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